TRADE AND INDUSTRY

28 June 1973 Volume 11 No 13 10p

Adjusting to Europe must not mean neglect of NZ interests

British advanced technology on show in New York

Trade Marks and type faces in Vienna

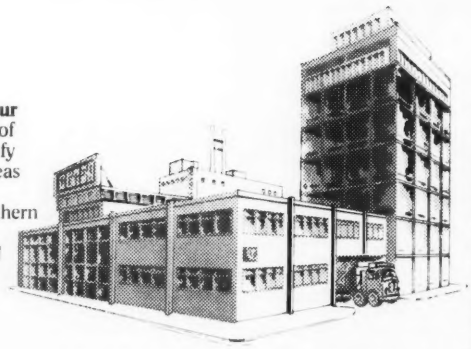
Energy trends—at home and in the Community

Office development permits in first quarter 1973

You want your firm to grow

You can get a grant of up to 22% on the cost of new industrial building

This is just one of the many things you should know if you're planning to expand your business. Under the Government's package of incentives for industry your firm could qualify for considerable financial benefits in the Areas for Expansion. These cover the whole of Scotland, Wales and Northern Ireland, Northern and North-West England, Yorkshire and Humberside, some parts of the Midlands and much of South-West England.



Substantial Grants

In the Special Development Areas you may be eligible for a grant of 22% on the cost of new building and also 22% of new plant and machinery. In the Development Areas these grants would be 20%.

In the Intermediate Areas a grant of 20% is given on the cost of new building only. These grants are broadly for manufacturing, mining and construction activities. They are not tied to the provision of new employment.

Additional help for projects providing new employment

1. Capital Loans. You could be eligible for these on favourable terms. Or, alternatively, you could get relief on the interest costs of finance from non-public sources.

2. Removal Costs. These are grants which will go a long way towards the costs incurred in moving a business into the Areas for Expansion.

(Certain service industry projects may be considered for these two benefits).

3. Rent-free Factories. There are Government factories available for rent or sale. You could qualify for a rent-free period of two years.

Other Benefits

Other Government incentives available include grants for training new labour and free courses for supervisors and instructors.

The Industrial Expansion Teams—and how they can help you

There are 12 Expansion Teams situated throughout the UK. So, besides giving you detailed information about these financial benefits, they are well placed to help you find the best possible location for your project.

They can give you all the facts, impartial advice, and valuable on-the-spot assistance. Get in touch with them today.

Phone your nearest regional office at the number shown here, or send off the coupon.

Headquarters. London, tel: 01-834 2255 ext. 88
Scotland. Glasgow, tel: 041-248 2855
Wales. Tel: Cardiff 62131 (STD code 0222)
Northern Region. Tel: Newcastle-upon-Tyne 27575 (STD code 0632)
North West. Manchester, tel: 061-236 2171
Yorkshire & Humberside. Tel: Leeds 38232 (STD code 0532)
East Midlands. Tel: Nottingham 46121 (STD code 0602)
West Midlands. Birmingham, tel: 021-643 8221
South West. Tel: Plymouth 21891 (STD code 0752) or Bristol 291071 (STD code 0272)
London & South East. London, tel: 01-828 4355 ext. 50
Eastern Region. London, tel: 01-828 6271 ext. 104 or 61
Northern Ireland. Tel: Belfast 34488 (STD code 0232)

To: The Industrial Expansion Team, Department of Trade and Industry, Millbank Tower, Millbank, London SW1P 4QU.

Please send me full details of the benefits available in the Areas for Expansion.

Name_____

Position in Company_____

Nature of Business_____

Company_____

Address_____

TI 28/6

The Areas for Expansion

ISSUED BY THE DEPARTMENT OF TRADE AND INDUSTRY

Trade and Industry

Incorporating the Board of Trade Journal
Volume 11. No. 12. Pages 593 to 636. June 28, 1973. Price 10p. Net subscription, post inclusive £7.60
Editorial address: Room 437, Department of Trade and Industry, 1 Victoria St., SW1H 0ET. 01-222 7877
Advertisements: HMSO, Room D94, Atlantic House, Holborn Viaduct, London EC1P 1BN. 01-248 9876 ext. 6147
Subscriptions: HMSO, PO Box 569, London, SE1. 01-928 6977 ext. 472

BRITISH OVERSEAS TRADE BOARD

594 **Adjusting to Europe must not mean neglect of NZ interests**

EXHIBITIONS AND FAIRS

597 **Britain leads the foreign exhibitors at Montreal plant engineering show**
598 Good flow of orders wrapped up at international packaging show
598 Ninety UK tool firms to IHA 73
599 Two big shows of British advanced technology under one roof in New York
599 Bilbao space even further extended—bookings grow for BRITEC 73
599 China and Russia among 33 nations at Film '73
600 MISSIONS AND TOURS

TRADE INFORMATION

602 Trade marks and type faces in Vienna
602 Applications for temporary exemption from import duty
602 New guidance for anti-dumping applicants
603 The Counter-Inflation (Designated Officers) (No. 2) Order
603 Caribbean Common Market
603 Italy and German Democratic Republic
603 Export Credits Guarantee Department—statutory return
603 Airport improvement scheme for Zaire: ECGD backs £25 million loan
603 ECGD backs Ford trucks for Israel
603 Cuba: postal arrangements
603 Hints to business men booklets

TARIFF AND TRADE NOTICES

607 **Antigua:** Import licensing
607 **Argentina:** Import ban on second-hand goods and machinery
607 **Brazil:** Foreign loans
606 **Canada:** Tariff changes. Preserved mushrooms—anti-dumping inquiry
607 **Chile:** Exchange rates
607 **Costa Rica:** Additions to the list of essential imports
605 **Dahomey:** Gas oil and diesel oil—exemption from import duties
607 **El Salvador:** Control of agricultural and livestock products
604 **Finland:** Credit restrictions
605 **Iran:** Registration of orders
604 **Israel:** Animal disease regulations
604 **Malta:** Exchange control—repatriation of foreign investment
605 **Morocco:** Moroccanisation
606 **New Zealand:** Customs Act—dumping duty
607 **St. Vincent:** Import licensing—motor vehicle parts
605 **Senegal:** Global quotas—private cars
606 **Singapore:** Labelling of flammable paints and solvents. Continuation of import quota on chicken essence. Import quotas—steel bars
606 **South Africa:** Marking substances on wool. Customs tariff changes
607 **Trinidad:** Bureau of Standards
605 **Uganda:** Nationalisation
607 **United States:** Mattresses—flammability standards. New York State 'Buy-American' Bills
604 **Yemen Arab Republic:** Capital Investment Law

EUROPEAN COMMUNITIES

608 'EEC entry is Britain's chance for a bigger say in its future'—Mr. Peter Emery
608 Mr. Heseltine President of Eurocontrol
608 **European trade mark convention**
609 EEC/EFTA Free Trade Agreements
609 **New EC legislation.** Common Agricultural Policy. Channel Islands and the Isle of Man—agricultural products. UNCTAD Generalised Preferences System

HOME FEATURES AND NEWS

610 **'London will continue to welcome tourists'**—Mr. Anthony Grant
610 'Growth rate now over 5 per cent a year'—Mr. Tom Boardman
611 A consumer check-list for marketing men
611 'Value for money in metric'
611 National Air Traffic Census 1973
611 Price Commission decisions
613 Research on and for small firms: a new reference book
613 Scottish petroleum director appointed
613 It pays to unitise
613 Price Commission: statistics of applications received and dealt with
613 Guide to the work of the Pay Board
614 Lonrho Ltd.
614 Appointment of Ports Order
614 Clearance of merger proposals
614 The Registrar of Business Names
614 Mandatory aircraft incident and defect reporting
614 Flash point of marine fuels
614 'Small Craft Safety Month'
614 Official appointments
614 New director-general of NEDO
615 **PARLIAMENT**
621 **GOVERNMENT SALES**

STATISTICS

622 The economy: selected indicators
623 **Office development permits in the first quarter of 1973**
624 Release dates of economic statistics to be published in July
624 **Energy Trends. Energy at home—and in the enlarged Community**
633 Foreign arrivals in the United Kingdom during January-April 1973
633 Sales and orders in engineering industries
634 New companies registered
634 'Economic progress report' for July
634 Business Monitor
634 Registrations of British, Community and foreign films
635 **Index to statistics**

© Crown Copyright 1973
Short extracts can be published without specific permission providing that the source is duly acknowledged.
Reprints, which must be ordered within one week of publication, should be ordered from: Director of Publications (PI), HMSO, Atlantic House, Holborn Viaduct, London EC1P 1BN. Details and prices on request.
The views expressed in contributions to *Trade and Industry* emanating from other than official sources are not necessarily those of Her Majesty's Government.
The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

A • •

Adjusting to Europe must not mean neglect of NZ interests

by C. E. Dowling, President, British Trade Association of New Zealand

KIA ORA Na Aotearoa—greetings from New Zealand. As President of the British Trade Association of New Zealand, I am grateful for this opportunity to tell you something of its activities in promoting UK/ New Zealand trade and to express our views on a number of vital issues. Late in 1972 the BTANZ celebrated its Golden Jubilee. In 1922, as near as our records show, the New Zealand Association of British Manufacturers and Agents was established to provide a positive impetus to the trade between the mother country and its farthest flung Dominion. At that time New Zealand's population was just over one million with exports to the United Kingdom valued at £36 million and imports £26 m. Today these figures have risen to about £200 m. and £160 m. respectively, and New Zealand has become the world's largest trading nation on a per capita basis.

What is more significant to you, however, and to those of us in New Zealand with a deep-rooted interest in preserving and indeed expanding our trading relationship is the trend in market share, the pattern of the business over recent years and what might be expected in the foreseeable future as we both adjusted to the changing political and economic influences following Britain's decision to enter into the European Community. This is where BTANZ is able to play a significant role today, no less than 50 years ago.

Let us look for a moment at the Association's stated objectives:

> To promote, foster and protect the interests of British trade, commerce, industry and investment in New Zealand.
> To encourage reciprocal trade between Britain and New Zealand.
> To encourage the investment in New Zealand of British capital and technical know-how.

As in any business, even if its objectives are clearly stated and understood, the organisational structure and manpower capability to achieve success is vital. Within the limits of the financial resources available, BTANZ is singularly well served in this regard and British industry has in New Zealand an active, capable and almost entirely voluntary team of businessmen in Auckland, Wellington and Christchurch willing and able to contribute to the common cause.

Apart from the executive officers, the Council of BTANZ comprises the Chairmen of a number of trade groups each with the responsibility for policing issues of particular importance to the business areas represented—eg electrical, textiles, mechanical engineering medical and dental etc. The Association maintains a small permanent staff in Wellington including a director and tariff officer and works closely with the British High Commission, Chambers of Commerce and various trade associations. The director reports all meetings to members both in New Zealand and the United Kingdom and in regular bulletins informs on a wide range of matters of interest—Government legislation, tariff board decisions, industry development and so on.

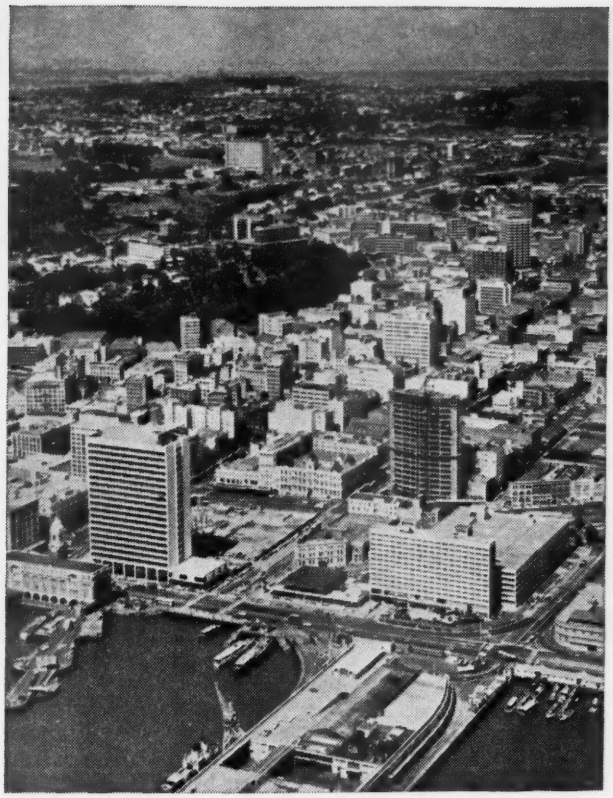
More recently a voluntary liaison post has been established in London to provide an on-the-spot link especially with the British Overseas Trade Board. Council is also considering the establishment of a voluntary team of top New Zealand businessmen in London to act in an advisory capacity as and when required.

Accordingly, BTANZ is today widely accepted in New Zealand and Britain by Government agencies and the CBI as:

> The independent voice of British Trade in New Zealand.
> A representative body working closely with British and New Zealand Governmental authorities.
> An active voice for British interest before the Tariff and Development Board.
> An essential link with the Confederation of British Industry, the Scottish Council and many British Trade organisations.
> A valuable base for publicising views important to British/New Zealand trade.

Currently, effort is being concentrated on providing the unofficial though informed comment, reaction and probing as the new Labour Government reviews and develops the policies to be followed on the abolition of British preference, the further development and protection of local industry and the review of the Customs tariff. While the full significance and benefits of this programme may not be immediately apparent outside New Zealand, it must be remembered that until last November Labour had not been on the Government benches in New Zealand for 12 years. The change came at a crucial, if not critical, time and brought with it the necessity for BTANZ quickly to establish with the new Government a close

This article is one of a major series describing the work of the British Overseas Trade Board and of its 'chosen instruments'—the organisations which advise the Board on policy in some of the main trading areas of the world.



Auckland downtown area showing part of the wharf facility.

rapport and mutual understanding on a wide range of matters bearing on New Zealand's trading future.

It is probably appropriate to ask at this stage: Why is it then so many UK-based export and service houses seem so reluctant to support this sustained effort by becoming members of BTANZ in their own right?

Present UK membership is only a fraction of what it could be and should be. Were it not for the limited assistance given to the Association by the British Overseas Trade Board, our activities and, therefore, effectiveness would be seriously curtailed. Suffice it to say that as President I believe there never has been a time when there is a greater need for the closest possible understanding and co-operation in achieving a common purpose. British industry will no longer exist within the hot-house of Commonwealth preference, and the overriding question posed and yet to be answered is 'Where do we go from here?'.

The post-EEC relationship

The trade winds of change have already begun to blow for us both and many problems must be faced on the Pilgrim's Progress road to the new era of post-EEC relationships. The present Lord Mayor of London, Lord Mais, has taken for his Mayoral year theme 'The World is our Market'. For the first time in 130 years it must be remembered that this is indeed true for New Zealand also as we attempt to adapt to Britain's entry into the Community and the abolition of the UK/NZ Trade Agreements that have served both countries so well since 1933.

Not unexpectedly there is a growing awareness in New Zealand of the necessity to 'paddle our own canoe'—a new found independence rather than interdependence. This does not manifest itself in any arrogant way but in a clear knowledge that our economic survival now depends on our own ability

Settling or Investing?

Whichever you have in mind we can help—if you are thinking of New Zealand.

Simply telephone one of our London offices—or write to us at 1 Queen Victoria Street, London EC4P 4HE

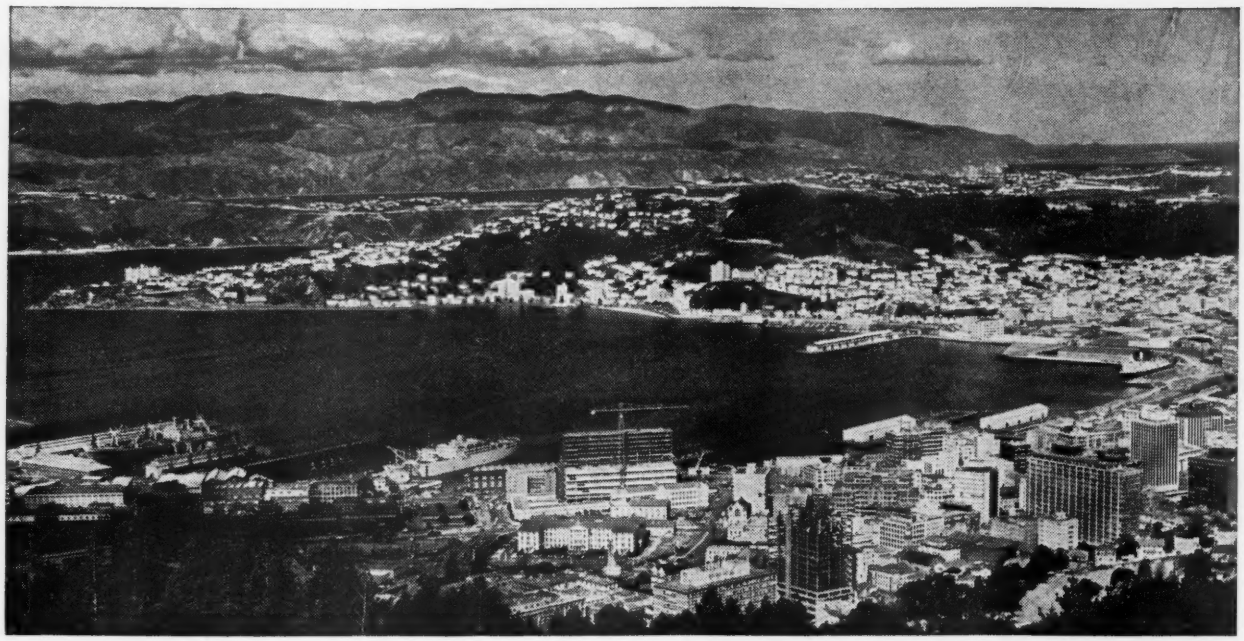
Bank of New Zealand

London main office
1 Queen Victoria Street, EC4P 4HE
Telephone: 01-248 6401

West End
54 Regent Street, W1R 5PJ
Telephone: 01-734 2181
30 Royal Opera Arcade, SW1Y 4UY
(New Zealand House Building)
Telephone: 01-930 5761

Head office
Wellington

New Zealand's Largest and Leading Bank



Wellington: city and harbour.

to negotiate and perform. Clearly then the climate for future trade must be different from in the past. Hard commercial facts in the main will decide the trading issues. Do you see this as a challenge or a capitulation?

Let us examine briefly some of the key factors of our present trading position and the changes likely to occur. For the year ended March 1973, New Zealand's overseas exchange transaction statistics showed export receipts from Britain of £250 million out of a total of £825 million, 92 per cent of which were agricultural products and 8 per cent manufactures. In return, our import payments were just over £200 million without taking any cognisance of substantial invisible payments. It may not be widely recognised that Britain's exports to New Zealand are the fifth highest in the Sterling area and are just under one-half of those made to Australia.

Upsurge in commercial activity

These figures, of course, reflect the mutually advantageous entry we have both enjoyed to each other's markets for so many years. There are those, however, at both ends of the trade link who believe New Zealand has adopted over the years unrealistic trade practices with its policy of industrialisation and protection. New Zealand is still being 'blamed' in Britain for the falling market share enjoyed by British exports to New Zealand and the quantitative restrictions caused by import licensing. What is not generally appreciated, however, is that for years New Zealand's import license policy has been non-discriminatory and although over the last nine years New Zealand's total imports have more than doubled to over £500 million, Britain's share has fallen from 45 per cent to 29 per cent. It is also relevant that the proportion of total imports using license in 1972 was only 41 per cent.

In the current financial year a sharp upsurge in commercial activity has already sponsored a spectacular increase in import demand—the Government statistician's survey of forward orders placed overseas in the six months to February 1973 being 41 per cent greater than in the previous year and the projection for import payments for the year ended August 1973 is up to 86 per cent on the year before. The main contributors to this growth seem likely to be machinery, transport equipment and fuel.

This facility to import has resulted from a combination of the previous National Government's policy of progressively removing import licensing and a boom period for pastoral export earnings. Present Government policy is not likely to differ substantially. However, increased industrialisation and protection for soundly based development, especially when indigenous raw materials and manpower are involved, will be strongly encouraged. While such a policy will undoubtedly be restrictive to imports in certain categories, New Zealand's agricultural diversification and processing expansion and the concurrent export drive for manufactured goods will increase import demand in other categories as well as creating demand for capital and know-how.

British industry would do well to recognise this changing pattern in New Zealand's market demand. As industry diversifies and goes further back in processing facilities, capital equipment, raw materials, semis and technology will gradually replace demand for finished products. Such a trend can, and will, still provide continuing opportunities for British interests, large and small. Remember, protection for New Zealand manufacture is largely protection of UK investment—as near as researchers have been able to establish 50 per cent of all foreign investment in New Zealand is from UK. Also, the recent downward movement in the value of £ sterling has been good for Britain's export competitiveness especially as New Zealand has not revalued in sympathy with Australia, thereby increasing the cost of exports from that source.

Conversely, it would be foolish to under-estimate the significance of the agreed phasing out of Commonwealth Preferences from the New Zealand tariff over the period 1974-77, the further development of the New Zealand Australia Free Trade Agreement (NAFTA), the increasing industrialisation of Pacific Basin nations, the 'nearness' of USA and Japan and the new preparedness of the Communist bloc to trade internationally especially bi-laterally. These are issues to which BTANZ has addressed itself vigorously in recent months especially with Government, the latest round of discussions

resulting in the following press announcement in New Zealand on May 22:

> 'The phasing out of the British Trade Preference would mean British exporters would be placed on the same footing as other countries competing for a share of the New Zealand market, the Minister of Overseas Trade, Mr. Walding, said yesterday. This had been made clear to a deputation from the British Trade Association of New Zealand yesterday morning. Mr. Walding told reporters the Government had no intention of "swapping" British Trade Preference to a competitor. He gave an assurance that the Government did not plan a large scale change in the direction of New Zealand trade from its traditional trading partners to the communist bloc.'

Provided a positive and dynamic approach can be instituted and maintained by British exporters especially over the Preference phasing out years, British industry and commerce can and will enjoy marked advantages in this market. Quite apart from the goodwill which still exists, both countries enjoy similar standards of commercial law and practice, stable financial facilities and a common language and rapport. The often long-established and generally well founded basis of market representation in New Zealand, if actively supported, is still capable of achieving much for British principals.

Having said this, let me add quite categorically that as far as New Zealand industry and importers are concerned, there must be evidence of an early and positive return in Britain to the conditions and dedication that previously made her one of the world's greatest trading nations. Successive periods of strikes, inability to supply, poor delivery and lack of competitiveness have caused erosion of confidence and market share which, if allowed to continue, can only lead to disenchantment with Britain as a competitive, reliable supplier.

BTANZ will continue to work closely with British industry, the DTI, BOTB and the High Commission in New Zealand in an effort to ensure a total appreciation of the changing trade scene and to provide a vital link with local industry and commerce and, I might add, the buying public. It will maintain its close liaison with whatever political party is in power and with Government departments and when appropriate be a spokesman for British interests. These activities have never been more important than now. The next few years I have elsewhere described as 'the years of grace' and on the attitudes adopted over this period will depend our trading future. It is well recognised in New Zealand that Britain cannot, or may not, always wish to be competitive. Continuing capital investment requires continuing adequate returns and it is axiomatic that any exporter should look to the markets giving such returns. What is important is that the matter does not go by default and that preoccupation with the problems of Europe does not see New Zealand neglected.

Active consideration is being given to two significant promotion activities - Auckland's International Trade Fair in August (British Day, August 22) and an intensive and specific trade promotion campaign directed at Australia and New Zealand. BTANZ is looking forward to working closely with the BOTB in both these efforts and pledges its complete support. Only British industry itself can complete the deal.

EXHIBITIONS and FAIRS

Britain leads the foreign exhibitors at Montreal plant engineering show

From Ian Crighton, Commercial Officer, British Government Office, Montreal: Britain led the foreign exhibitors at the 1973 Canadian Plant Engineering and Maintenance Show, May 29-31, at the Place Bonaventure complex in Montreal. This was attended principally by firms from Quebec and the Atlantic Provinces, but some potential buyers came in from the USA, Ontario and further west. It attracted a great deal of interest from the trade (over 12,000 representatives visited it) and the organisers and exhibitors were very pleased with the amount of business transacted at this show.

Twelve British firms, supported under a joint venture with the Birmingham Engineering Building Centre and the British Overseas Trade Board, formed the largest single exhibit utilising over 5,000 sq. ft. of display area. The largest single company exhibiting at the show was the 600 Group with 18 machines from various member companies in the Group.

Japan, Australia and Italy also had national exhibition stands. Of the 245 direct exhibitors at the show there were ten manufacturers represented in the Italian section, eight firms in the Australian group and 24 manufacturers and North American agents within the 4,000 sq. ft. Japanese External Trade Organisation stand. Elsewhere in the Show many Quebec and Ontario distributors were displaying British-made equipment for which they are representatives. A number of British subsidiary companies had also taken space to exhibit their UK products.

As a plant equipment show, every conceivable type of industrial equipment was available. However, the main product groups this year were machine tools and material handling equipment. Within the machine tool category a wide range of equipment was demonstrated, including small educational training lathes, 14½ in. centre lathes with variable bed lengths, latest design in numerically controlled centre lathes, turret lathes, milling machines, boring machines (both horizontal and vertical), surface grinders, cylindrical grinders, radial arm drills up to 2½ in. capacity and hobbing machines.

The majority of the machine tools on show were imports into North America, with Britain, Japan and Italy exhibiting a wide range and accounting for the majority. These ranged from metalworking equipment, including small punch presses, to variable saws to shearing machines with a capacity of up to 4 mm. on mild steel plate; and a range of steel presses up to 50 ton capacity were demonstrated. There were shears designed to accommodate a pin gauge or with special fitting arrangements and adjustable table sections to accommodate individual production requirements.

Among the saws being demonstrated were metal and wood cutting and circular and band saw machines—with a wide range of applications and methods of feeder controls and counter systems. Cutting tools from around the world drew a great deal of interest from visitors. In this section again the British exhibitors claimed that they drew the greatest amount of interest, making contact with new customers and potential agents all over Canada including Vancouver and Halifax. One of the exhibitors actually sold its demonstration drill grinder and added that it had received over 40 inquiries and new contacts.

Material handling equipment in its many forms and applications covered roller conveyor systems, overhead tracking systems, etc. Nine manufacturers were showing fork lift and pallet equipment which included products manufactured in Britain, America and Japan. Electrical, petrol and diesel driven fork lift trucks were on display demonstrating their uses with a wide range of mast attachments. Two British fork lift manufacturers exhibiting in the joint venture said they were extremely pleased with the results of the show, adding that they had made sales, were negotiating and expected to finalise further sales within days. One firm, asked to quote for nine large fork lift trucks to a major manufacturer in Quebec, said the Show was the best and most successful of any it had attended in Canada. Three small pallet trucks which were used for demonstration purposes were sold from one of the British stands. Both companies received a large number of serious inquiries.

British compressors were also on display in the UK section. A company representative said he was very pleased with the results of the show, having received inquiries for £9,000 worth of equipment plus many other serious inquiries and contacts to follow up.

Without a doubt one of the main attractions of the show was the new line of hydro tools (600 Group) NC machines which drew a constant crowd of interested visitors. The 600 Group said they had sold all the 18 machines, £82,000 worth, to end-users and the balance to agents. A new agent was appointed for one of the Group's companies and many serious inquiries were received.

Mr. Paul Scott, Senior Trade Commissioner for Quebec, visited the show on opening day. He met a number of representatives from the various British firms in the Joint Venture.

The organisers said that they are now working towards the next Montreal show which will be held in 1976. Four major innovations will then be introduced in response to exhibitors' requests: the show will run for four days instead of three; it will occupy the entire exhibition hall of 200,000 sq, ft.; the floor plan has been revised to provide a wider choice of booth sizes; the show dates will include a longer move-out period.

Good flow of orders wrapped up at international packaging show

From R. B. Woodham, British Consulate-General, Dusseldorf: On the eve of the opening of Interpack, the 6th international exhibition of packaging machinery, packaging materials and confectionery machinery, which took place in the new exhibition hall at Stockum in Dusseldorf, May 10-16, the Federal German Government announced that a tax of 11 per cent would be imposed on all new industrial investment within the Federal Republic, including, of course, investment in plant and machinery. This announcement cast some gloom over the opening ceremonies, which were presided over by Herr Dr. Detlev Rohwedder, State-Secretary of the Federal Ministry of Economic Affairs.

Any fears the organisers may have had, however, that Bonn's latest anti-inflationary measure would seriously affect either attendance at the exhibition or the business conducted there were soon dispelled. The Dusseldorf exhibition authorities, NOWEA, reported that they had sold 122,000 tickets to visitors to the exhibition, 25 per cent of whom came from abroad. This does not break the record for Interpack attendance set in 1965 (154.000) but is nevertheless well above average. Moreover, mere attendance figures do not tell the full story, for Interpack is a trade fair for trade visitors and exhibitors were delighted to find that well over 80 per cent of the inquiries they received were serious and it is expected that a very large volume of business will flow from them over the next two years.

The packaging industry is one of the most international and serves, in one way or another, every other branch of industry or commerce. The effect of the new German investment tax on the industry as a whole is likely to be limited. German industry may perhaps hold back on the purchase of new plant and machinery, awaiting the lifting of the tax. In the medium term it may be that orders will not come so fast. But there is little doubt in informed circles that German firms, having already laid their plans for re-investment in machinery and packaging equipment, will not for long be able to allow what is in effect a rise in price to put a stop to these plans, especially since there has already been a two-year period during which investment in new machinery has been stagnant.

Manufacturers now are faced with a lack of essential modern machines and re-equipment is in many cases necessary rather than desirable. Furthermore, the recent revaluation of the Mark and devaluation of the Dollar and Pound Sterling, have in any case made foreign machinery cheaper when paid for in Deutsch Mark. As for the German packaging machinery manufacturers, their business lies so much in the export field—the proportion of their production going abroad amounting to as much as 70 per cent and more—that the majority of their customers will not be affected by the new tax; though, of course, the revaluation of the Mark has affected prices of German products in export markets in no small measure.

Packaging material manufacturers were equally busy on their stands at the exhibition. They reported that the level and quality of inquiries had improved over those at the 1969 Interpack. Price increases, due to a shortage of raw materials and rising costs this past year, have caused users to run down stocks and large re-stocking orders were placed at the exhibition in order to secure early delivery. There was a clear tendency towards higher quality materials and demands for the better finished materials.

BOTB aids Joint Venture

Interpack is organised by the Dusseldorf exhibition authorities under the auspices of the packaging and confectionery machinery division of the Association of German Machine Manufacturers (VDMA), the German Plastics Industry Federation, the Association of German Paper Manufacturers, the German Chemical Industries Federation, the Federal Glass Industries Association, the Federation of German Woodworking Industries and Associated Industries, the Federation of the Aluminium Working Industry and the Association of Iron and Metalworking Industries.

There were 1,014 firms from 22 countries exhibiting at this event: 580 exhibitors showed packaging machinery and equipment, 334 packaging materials and 100 confectionery machinery. All the well-known names in the packaging world were represented and the important German firms, especially, occupied large areas of exhibition space.

The UK was represented by both a Joint Venture, sponsored by the Institute of Packaging and supported by the British Overseas Trade Board, and by 31 firms showing independently. The 32 exhibitors on the British Joint Venture stand reported over 3,000 serious inquiries. Joint Venture and independent exhibitors alike were enthusiastic over the results of the exhibition and at times were hard put to it to keep up with the flow of inquiries. Joint Venture exhibitors reported orders taken on the stand, or expected as an immediate result of the exhibition, amounting in all to about £300,000 and it was estimated that a total of between £3.5 and £4 million worth of business could result over the next two years from inquiries received. The level of business done and inquiries received by independent exhibitors was equally encouraging.

On May 14, Mr. Norman Statham, Minister (Economic) at the British Embassy in Bonn, visited all the stands of the Joint Venture participants and also called at the stands of independent British exhibitors. All of them were enthusiastic about the exhibition and satisfied with the results of their participation.

The British exhibitors reported, however, that the proportion of German visitors to their stands was only a third of the total; but this may reflect the international character of the exhibition rather than the lack of interest of German buyers. Several British firms reported contacts with potential agents, not only from Germany but from other parts of Europe and overseas. Driver Southall Ltd. of Birmingham concluded a very important licensing agreement with the Triangle Packaging Machine Co. of Chicago to manufacture under licence the Driver Southall range of hydraulically powered vibratory conveying equipment, besides selling £100,000 worth of machinery off the stand.

The Institute of Packaging chartered an aeroplane to bring 230 of their members and business associates over from Luton to Dusseldorf for the opening day of the exhibition. These visitors came as buyers or observers of new trends. All were highly impressed by the organisation and extent of the exhibition, though one criticism was that it is too extensive. Unless one has a definite object in view one day is too short. Several days' hard walking are needed to cover all the halls.

Interpack is usually held every three years in Dusseldorf and the next will be held in Dusseldorf from May 9-15, 1975.

Ninety UK tool firms to IHA 73

BIGGEST contingent of British machine tool and associated equipment manufacturers ever to participate in an overseas event will be at the International Machine Tool Exhibition (IHA 73), Hanover, September 18-27.

Sponsored by the Machine Tool Trades Association, and supported by the British Overseas Trade Board, the United Kingdom contingent represents 90 companies.

The Hanover exhibition will also be the first occasion since Britain joined the EEC that UK machine tool and associated equipment manufacturers will be showing their products on the mainland of Europe—and some of them are expected to unveil new products.

ELB

TRANSLATION COSTS

Need your export drive land you in Carey Street?

Peter Beglan (Western languages)
Donald Lee (Oriental languages)
are already there to reassure you!

ELB Languages Group Ltd., 61 Carey Street, London WC2A 2JG Tel.: 01-242 9276
(Eastern Languages Bureau Ltd. & Trade & Industrial Translation Centre Ltd.) Telex: 24224

Two big shows of British advanced technology under one roof in New York

From David C. Hall, Consul (Commercial) British Trade Development Office, New York: A British computer system and ion implantation equipment were just two of the range of British advanced technology products on display at the New York Coliseum during the week of June 4-8. These products appeared in two simultaneous joint ventures which were supported by the British Overseas Trade Board and sponsored by the Business Equipment Trades Association (National Computer Conference and Exposition) and the Westminster Chamber of Commerce (National Electronic Packaging and Production Conference and Exhibition—Nepcon East).

Five British computer companies defied the adage about 'Coals to Newcastle' when they participated in the re-organised National Computer event at the New York Coliseum; at the end of the week all the British firms had proved, to themselves at least, that you can sell coal to Newcastle—if your coal is either cheaper or better or both.

Computer Technology Ltd. which has successfully sold its Modular One system in Europe, introduced this flexible computer system for the first time in the United States at the computer show. The company was very pleased with the interest shown by American visitors and is optimistic about the possibilities of developing a market for equipment in North America.

British computer software has had a good reputation in the United States for some years, so it was no real surprise to Altergo Ltd. and Computer Co-operatives Ltd. to find great interest in their Shadow and Speed Applications Programmes. The British Trade Development Office in New York has just completed a report on the United States market for package computer software (copies are available in Fairs and Promotions Branch of the Department of Trade and Industry).

Process Peripherals Ltd. generated interest in their rugged video disc equipment, specially designed for harsh environments. The British computer exhibit was rounded out by Mastertape (Magnetics) Ltd.'s masterpak range of IBM compatible disc packs and cartridges.

Three floors above the British computer companies in the New York Coliseum were 10 British manufacturers of electronic production equipment.

Perhaps the most advanced equipment in the British exhibit and probably in the whole of Nepcon East Show was the ion implantation equipment manufactured by Lintott Engineering Ltd. This equipment, developed in collaboration with the United Kingdom Atomic Energy Agency, can generate an ion beam of five times 10^{15} ions/CM^2 which is claimed to be 10 times stronger than comparable American equipment. The American semi-conductor manufacturers have, in the last six months, turned strongly to ion implantation technology for integrating circuit manufacturing.

Elite Engineering Ltd. (printed circuit board assembly tools), Marconi Instruments (automatic pc desk equipment), Vickers Instruments Ltd. (microscopic measuring systems), Vero Electronics Ltd. (disc socket case frames) and Wayne Kerr Ltd. (automatic testing equipment) have been regular exhibitors in Nepcon East and found this year's show as good and even better than ever.

The new semi-automatic co-ordinatograph marketed by PB Products Ltd. produced considerable interest from pc board designers. A new range of pc board process equipment was introduced to the United States market by Berry Ede & White Ltd. and included etching, screen printing, solder timing roller coating and cleansing units. Berry Ede & White Ltd. was surprised at the number of questions received about the chemicals used in their units and the safety features of their equipment: these are subjects of considerable interest to American pc board manufacturers because of the recent Occupational and Safety Act regulations covering the safety features of machinery, ambient noise levels, toxic fluids, etc.

Also showing screen printing equipment was Dek Printing Ltd. which demonstrated its substrat printer. Hallam Sleigh & Cheston Ltd. showed for the first time their Dorlec construction system. The ease of assembly and flexibility of design of this system greatly impressed American visitors.

Both the electronics and computer industries in the United States have at least shaken off the effects of the 1970/71 recession and the medium terms outlook for sales in these two market areas must be rated very good. The growing interest of the automobile industry in electronic systems, coupled with the enormous growth in the pocket electronic calculator market, has given a major boost to the electronic component industry; scarcities of some standard integrated circuits have been apparent for some months; further plant expansion by electronic component companies could be expected in the months ahead.

The outlook for the computer industry in the United States is bright, with the package computer programme market showing a very high growth rate. The National Computer Conference, an amalgam of the old Spring Joint Computer Conference and Fall Joint Computer Conference, is the major exhibition for the Computer industry in the United States. Next year's National Computer Conference will be held, May 4-10, at McCormick Place in Chicago and already plans are being made for an enlarged participation by British companies.

Bilbao space even further extended —bookings grow for BRITEC 73

ALL available indoor space at BRITEC 73—the British Industrial Technology Exhibition at Bilbao, October 18-25, this year—has now been allocated. So great has been demand that the original exhibition site had to be extended to include the whole of the perimeter area as well as the main balcony of the hall. Despite this, applications for space are still arriving and in order to meet this continuing demand, exhibitors are now being accommodated outside the hall.

Over 100 leading companies will be represented at the exhibition, well-known names including: Alcan International, Chamberlain Industries, J. A. Crabtree, Davy Ashmore International, De La Rue Instruments, Desoutter Brothers, Dowty Seals, Ferranti, GKN Screws and Fasteners, Herbert Controls and Instruments, Lucas Aerospace, Marconi-Elliott Avionic Systems, Martonair, Metal Box, Negretti and Zambra, Nu-Way Heating Plants, Rank Xerox, Renold, Rotax Precision Products, Telcon Metals, Tube Investments, H. W. Ward, Whessoe Systems and Controls and Henry Wiggin.

Machinery and equipment on display has been specially selected to cater for the specific requirements of the Spanish market and to assist Spanish industry to up-grade its present level of technological development. With this in mind, a special 'shopping list' of goods for which there is demand was drawn up prior to the exhibition for the guidance of intending exhibitors.

The opportunity that the exhibition will provide for buyers and executives to assess and compare British goods is already being recognised in industrial and business circles in Spain. In addition to the plant and equipment available for direct export, the exhibition will offer numerous possibilities for joint ventures and licensing agreements between British and Spanish firms.

Concurrently with BRITEC 73 a five-day seminar will be held within the exhibition: all speakers will be leading authorities in their particular fields. Among speakers taking part will be: Lord Bessborough, Sir Richard Young, Prof. H. Ford, Dr. J. G. Gaddes, E. W. Ayers and E. J. Challis.

BRITEC 73 in Bilbao will be the most important British exhibition to be held in Spain since 1964, say the organisers. The exhibition will be a commercial show of advanced types of capital equipment and machinery—not a 'way of life' or a consumer goods exhibition—with the all-important function of stimulating trade between the two countries. Working demonstrations, new techniques, processes and materials will combine to show how costs can be cut, output increased and quality improved at every stage of production.

BRITEC 73 is supported by the British Overseas Trade Board and organised by Industrial and Trade Fairs International Ltd.

China and Russia among 33 nations at Film '73

MORE than 1,000 delegates from 33 countries including Russia, China and the USA, are expected to attend Film '73, the film-plus-tape technology exhibition and conference at the Royal Lancaster Hotel, London, June 25-29.

Organised by British Kinematograph Sound and Television Society, it is the largest film and television industry convention to be held outside America.

Some 41 papers have been received from all over the world including America, Canada, Poland, Russia, Germany, France, Japan and Holland, as well as the UK.

A survey into the technical progress in the film and television industries over the past two years will be the basis for the first programme at Film '73. Discussing progress in these industries in a session devoted to 'The State of the Art' will by John Trevelyan, one-time British film censor; Howard Thomas, managing director of Thames Television, representing the television industry; and John Chittock, industrial film correspondent of the *Financial Times* discussing sponsored and industrial films.

MISSIONS and TOURS

Host for a reception held for two inward missions from Western Germany was Sir Peter Allen (seated), Member of the British Overseas Trade Board. The missions, both concerned with the electrical industry—one consumer and one industrial electrical equipment—visited Britain as guests of the BOTB in support of the South German Trade Drive.

Machine tool body sends team out to Japan . . .

A GROUP of 23 senior machine tool industrialists left London by air for Tokyo: this is the second major sales effort organised by the Machine Tool Trades Association, with British Overseas Trade Board support, to visit Japan in the recent months.

This month's mission follows up the recommendations of the earlier one, in November 1972, which strongly advocated a return visit within six to nine months, greater investigation of the expanding Japanese market by more UK machine tool and associated equipment manufacturers and the need for continuing efforts to ensure optimum representation of products by Japanese agents.

The November mission established that there was considerable potential for British machine tools in Japan, particularly special-purpose and technically-advanced types, although there was still scope for less sophisticated machines.

The party will spend three days in Singapore on the outward journey and two days in Hong Kong on the return trip, arriving back in England on June 29.

The mission is headed by John Brice, chairman, Brown and Sharpe Ltd., Plymouth, who will be supported by David Bromige, export officer at MTTA.

. . . and welcomes Brazilians to UK

A 16-STRONG inward mission of Brazilian industrialists from Rio de Janeiro, Sao Paulo and Porto Alegra was in Britain this month for a two-week tour of machine tool factories under the sponsorship of the Machine Tool Trades Association, with BOTB support.

All members of the party are connected with the operation and use of machine tools in their respective plants.

The arrival of the group followed the rise in exports of British machine tools to Brazil over the past three years—£0.93 million in 1970, £1.38 million in 1971 and £2.09 million in 1972.

The tour also acts as a fitting curtain-raiser to the British Industrial Exhibition scheduled for Sao Paulo, August 30–September 8, 1974, at which it is anticipated there will be strong machine tool representation.

The tour includes 17 factories from the West Riding of Yorkshire to Sussex.

Points from some tours

PARTY of leading executives from German industry recently visited the Kiveton, Sheffield, factory of Unbrako Steel Co. Ltd. The visit was sponsored by the City's publicity department, supported by the British Overseas Trade Board, as part of the Operation Airlift scheme to boost sales of Sheffield products in Germany.

The one-day visit to Unbrako enabled the German party to view all aspects of alloy steel wire, rod and bar manufacture, from initial steelmaking to cold-finishing production operations.

Representatives of Dansk Beton Industri, the Danish precast concrete association, recently visited Charcon Products' works at Hulland Ward, Derby.

The tour of UK precast concrete manufacturers was organised by the British Precast Concrete Federation to enable the Danes to study British production methods.

Lars Jørgenson, was the leader of the Danish party, while S. Poole, managing director and W. D. Cope, deputy managing director, headed the Charcon team. Charcon Products is a member of the Charcon group, the construction industry subsidiary of Charterhouse Industries Ltd.

Thames Board Mills, Purfleet, was recently host to the Japanese Paper-Stock Study Team. Discussions on the British and Japanese board-making industries and their reliance on local waste paper as raw material were chaired by P. L. Whiting, general manager, Thames Waste Paper Division.

After a tour of Thames Mills, including inspection of the modern Inverform machine, there was an informal discussion forum at which the full implications of the changing circumstances of the board-making industry, and also present waste paper demand, were covered.

Overseas delegates meet at BTA travel workshop

MORE than 25 leading business travel and conference organisers from five European countries arrived in Britain on June 18 to attend a 'travel workshop' organised by the British Tourist Authority.

They were meeting representatives of 30 companies with a special interest in promoting Britain's conference and business travel markets and which include hotels, handling agents and passenger carriers.

The travel workshop was held at the Royal Angus Hotel, Birmingham, where the European visitors and the British representatives held a series of face-to-face business interviews. They toured a number of new hotels in London before travelling to Birmingham and also visited hotels at Stratford and in the Heathrow area.

The European business travel and conference organisers come from Switzerland, Germany, France, Holland and Italy.

Pictured boarding their aircraft at London (Heathrow) Airport prior to leaving for a two-week selling trip to the West Indies are the members of the Manchester Chamber of Commerce Mission of mixed goods manufacturers. The Mission, supported by the British Overseas Trade Board, is the first to visit the island of Barbados since the BOTB's British Week which was held there in March. They were also visiting Jamaica and Trinidad during June.

Financial Times Newsletters- essential briefings for the busy executive

The Business Enterprises Division of the Financial Times publishes a range of newsletters which provide regular briefings on key aspects of international business affairs.

World Business Service

World developments in key industries, in finance, industrial processes, labour relations, national and international economic issues are all covered in succinct reports.
Weekly. £30 a year.

Euromarket Letter

Invaluable to all those dealing with international money and capital markets, the newsletter provides summaries and commentary on all significant developments in the Euromarket.
Weekly. £150 a year.

European Law Newsletter

Provides key information on legal developments affecting cross-border investments, marketing arrangements and co-operation with foreign firms, the significant decisions of the courts, advance notice of rules, and much else of value.
Monthly. £50 a year.

Business Letter from Europe

Provides reports on the economies of European countries, as well as news of latest developments in industries, finance and agriculture.
Weekly. £60 a year.

Tax Newsletter

Essential reading for all executives who have to keep abreast of the latest developments in international taxation – developments likely to have a practical impact on business decisions.
Monthly. £50 a year.

European Community Information

Published in association with the European Commission, summarizes all main decisions of the Commission, Council of Ministers, Court of Justice and European Parliament. The only publication of its kind in English.
Monthly. £15·40 a year.

RETURN THE COUPON NOW FOR A FREE INSPECTION COPY

Please send me more information, and a free inspection copy of the following newsletter(s) (block capitals)

_____

_____

Name_____

Organisation_____

Address_____

_____

Return to: Financial Times Circulation Department, Bracken House, Cannon Street, London EC4P 4BY. Tel. 01-248 8000

Trade marks and type faces in Vienna

THE principal business of the Vienna Conference on Industrial Property, held in Vienna from May 17 to June 12, was consideration of the draft Trade Mark Registration Treaty. This Treaty provides for the acquisition of trade mark rights in a number of countries on the basis of a single application made to the World Intellectual Property Organisation (WIPO) in Geneva. Since the Treaty will enable UK exporters to protect their marks in a number of countries by means of a single application and single central renewal without any need to appoint agents country by country (unless objections are taken to the mark), the advantages are obvious. It is to be expected, though, that the operation of the Treaty would lead to a larger number of applications from overseas being made in the United Kingdom than at present.

During the Conference some controversial matters were resolved. The first was a result of the differing philosophies between Europe and the United States on trade marks. United States law requires actual use of the mark on goods as a condition of protection, which European law does not. It was accepted by all that under an international treaty of this kind, some period of non-use, country by country, must be allowed; the question was, how long? In the end, a compromise was reached after much discussion and negotiation.

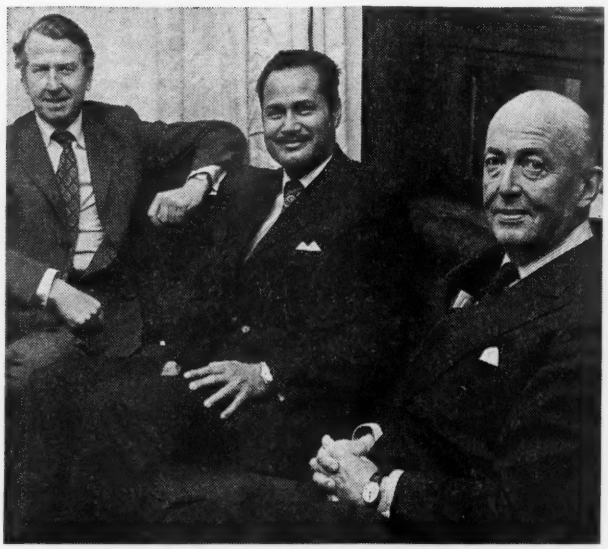
The other major controversy centred on the desire of the developing countries to have a special position under the Treaty. It proved difficult to find anything suitable, but eventually the Conference settled for an arrangement whereby while the number of marks applied for from a developing country remained low, its nationals and companies would have the right to use the international machinery of the Treaty without them having to accept incoming marks from other countries via the Treaty. However, a country opting for such a privilege would not be a Contracting State and hence would have no voting rights under the Treaty.

At the end of the Conference, though the text of the Treaty was adopted unanimously, it was signed by only eight countries: United Kingdom, United States, Germany (Federal Republic), Hungary, Italy, Portugal, Monaco and San Marino. However, it is probable that other major trading countries will eventually join. Other EEC countries may await the outcome of negotiations on the proposed European Trade Mark before ratifying. It is expected that the Treaty will become operative in due course, though in most countries (including the United Kingdom) legislation will be necessary, so that entry into force is unlikely for several years.

Also at the Conference a Treaty for the Protection of Type Faces was adopted. A principal feature of this Treaty, and one which created some technical difficulties at the Conference, is that it gives contracting States the choice of protecting type faces either by their copyright law or by their industrial property (designs) law. The UK and some other countries were concerned that the Treaty should contain sufficient latitude to accommodate national copyright concepts. Since this latitude was obtained, the United Kingdom signed the Treaty, as did nine other countries: France, Germany (Federal Republic), Hungary, Italy, Luxembourg, Netherlands, Switzerland, Yugoslavia and San Marino.

Applications for temporary exemption from import duty

THE Department of Trade and Industry is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.



The Indonesian Ambassador, His Excellency Mr. Roesmin Nurjadin, pictured at the Department of Trade and Industry last week with Mr. Peter Walker, Secretary of State for Trade and Industry (left) and Lord Thorneycroft, Chairman of the British Overseas Trade Board. General trade matters were discussed.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption.

Representations should be received by July 12, 1973.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.04	3-Bromo-2,2-di (bromomethyl) propanol	Tribromoneopentyl alcohol	December 31, 1973	T14403
29.15	Tetrabromophthalic anhydride	As in previous column	December 31, 1973	T6473
29.34	Di(tri-*n*-butyltin) oxide	Tributyl tin oxide	September 30, 1973	T14412
29.34	Tri-*n*-butyltin chloride	As in previous column	September 30, 1973	T14414

New guidance for anti-dumping applicants

THE Department of Trade and Industry has revised its notes giving guidance to applicants seeking action against dumped or subsidised imports. The principal alterations from the previous version concern changes in responsibilities and procedures arising out of the United Kingdom's accession to the EEC.

Copies of the booklet, which is free, may be obtained from the Department of Trade and Industry, Tariff Division, Room 326, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ.

The Counter-Inflation (Designated Officers) (No. 2) Order

THE Counter-Inflation (Designated Officers) (No. 2) Order (SI No. 1065) was published on June 20. The Order designates Price Commission officials from June 20 as persons to execute the Counter-Inflation Act 1973. Duly authorised officers may at all reasonable hours and on production, if required, of their credentials inspect any goods, enter any land or business premises and may request the production of documents and may take extracts from or make copies of such documents. From July 1, Weights and Measures Inspectors will be relieved of these powers, which were designated to them for three months from April 1 specifically to cover the introduction of Value Added Tax. They will however continue to be able to purchase goods and services to determine whether an order or notice relating to VAT or any orders made by the Price Commission are being complied with.

Caribbean Common Market

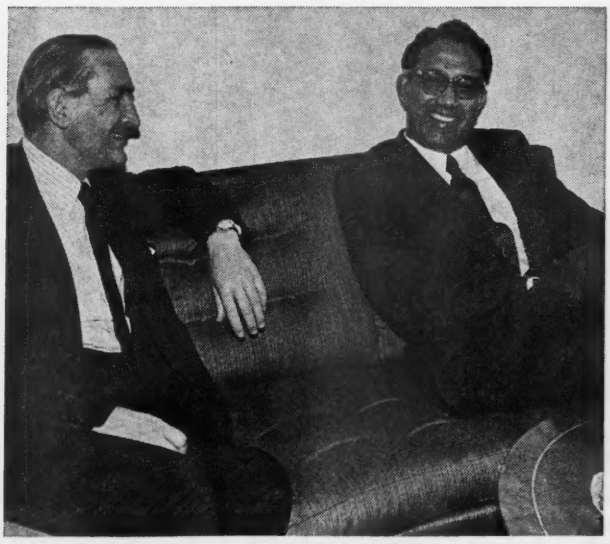
THE Caribbean Community which is to be established on August 1, 1973 has as its first objective the economic integration of member states by the establishment of the Caribbean Common Market. Founder members from August 1 will be Barbados, Guyana, Jamaica and Trinidad and Tobago, and these more developed countries (MDC's) will introduce a Common External Tariff based on BTN on August 1, 1973 with a timetable for harmonisation of import duties. Six less developed countries (LDC's)—Belize, Dominica, Grenada, St. Kitts, St. Lucia and St. Vincent—have indicated their intention to join from May 1, 1974 and it is hoped that they may be joined by Antigua and Montserrat. The Caribbean Community Treaty includes transitional arrangements for these LDC's.

Further information will be published as it becomes available.

OTAR ext. 7312/474/476

Italy and German Democratic Republic

THE Italian *Informazioni per il Commercio Estero* of May 2, 1973, published details of the Economic, Industrial and Technical Co-operation Agreement between Italy and the German Democratic Republic signed in Rome on April 18, 1973. The new agreement is for a period of 10 years and covers a wide field of co-operation, particularly in sectors relating to the metallurgical, electrical, electronic and chemical industries. Both Governments will also support Italian and GDR organisations wishing to establish forms of economic, industrial and technical co-operation in third countries. The text of the agreement is available on application to OTAR Section, Export Data Branch, DTI. **EDB ext. 466/467/288**



Mr. Tom Boardman, Minister for Industry, with Mr. H. S. Padmanabhan, general manager of Heavy Electricals (India) Ltd. During his recent visit to Britain, Mr. Padmanabhan visited several establishments of AEI, which has helped in the development of the company's plant at Bhopal with the backing of British aid.

Export Credits Guarantee Department —statutory return

DURING the quarter ended March 31, 1973 the ECGD assumed liability:

a under Section 1 of the Export Guarantees Act 1968 up to a maximum of £442,190,009 in respect of guarantees amounting to £674,063,961:

b under Section 2 of the Export Guarantees Act 1968 up to a maximum of £35,497,596 in respect of guarantees amounting to £37,583,482;

c under Section 1 of the Overseas Investment and Export Guarantees Act 1972 of £713,964 in respect of Insurance Agreements amounting to £1,581,586.

Airport improvement scheme for Zaire: ECGD backs £25 million loan

A LOAN of up to £25 million to finance the major portion of a £34 million airport improvement scheme in the Republic of Zaire is being backed by the Export Credits Guarantee Department.

GKN Contractors Ltd. of Redditch has signed an agreement with the Government of Zaire for the improvement of airports in Zaire. The improvement scheme is expected to take three years to complete. Repayment of the loan will be over eight years in respect of UK goods and services, and over five for local costs.

Morgan Grenfell arranged the loan on behalf of a syndicate comprising Lloyds Bank, Midland Bank and the National Westminster Bank.

ECGD backs Ford trucks for Israel

THE Ford Motor Company is to supply light vans and trucks to Israel under a £1 million line of credit facility set up under a Financial Agreement between N. M. Rothschild and Sons Limited and Otsar La 'Taasiya Limited, a wholly owned subsidiary of Bank Leumi Le Israel B.M. Israel. The line of credit is guaranteed by the Export Credits Guarantee Department.

Individual contracts which must have a value of at least £10,000 will be placed over the next 12 months and repayment of the loan will take place over three years. The rate of interest on the loan is 6 per cent per annum. Anglo-Israel Bank Limited, also a subsidiary of Bank Leumi Le Israel B.M., are acting as manager and trustees under the terms of the Financial Agreement and will deal with the day handling of contracts.

Cuba: postal arrangements

UK firms wishing to send normal commercial mail to the British Embassy in Havana may now take advantage of a new PO Box which has been opened in Mexico City. Correspondence should be addressed as follows:

c/o Apartado 535,
Administration de Correos No. 1,
Mexico 1, DF,
Mexico.

CRE ext. 2290/2291

Hints to business men booklets

A REVISED edition of the booklet on Korea has been published in the 'Hints to business men' series. British business men who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services and Promotions Division, Department of Trade and Industry, Room D24, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7146), or to any Regional Office of the Department of Trade and Industry.

TARIFF & TRADE NOTICES

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Finland

CREDIT RESTRICTIONS: The Bank of Finland announced on June 15, 1973, the adoption of a set of external and internal measures aimed at dampening cyclical fluctuations and inflationary pressures in the Finnish economy.

The external measures took effect on June 15: a cash payments system has been introduced mainly for the importation of consumer goods including automobiles and covering about one-quarter of total imports. Previously the utilisation of import credits up to six months was not subject to authorisation. Additionally, a system has been introduced under which imports of medium and long-term capital will be subjected to a deposit requirement whereby the borrower deposits for a limited period part of the incoming proceeds of the credit on an interest-bearing account with the Bank of Finland. The proportion to be deposited is to be agreed on an *ad hoc* basis. The funds deposited will be released gradually with the easing of cyclical and inflationary pressures.

Internal measures include an increase in the discount rate of one and one-half percentage points from 7¾ per cent to 9¼ per cent, effective from July 1, 1973. Moreover, the Bank of Finland intends to reduce the rediscounting quotas of the banks. This measure will be implemented gradually, beginning in the autumn.

Further information will be published as it becomes available.

CRE ext. 2303/2305

Malta

EXCHANGE CONTROL—REPATRIATION OF FOREIGN INVESTMENT: Notice was given in *Trade and Industry*, February 8, 1973 (page 276) and March 1, 1973 (page 445) of new exchange control regulations which came into force on February 1, 1973. The Malta *Government Gazette* of June 8, 1973, published an amendment to section 9 of the principal Act.

For the proviso to subsection (1) of section 9 of the principal Act the following proviso is substituted:

'Provided that if it is shown that the payment is in respect of:

a any sums realised from the sale or liquidation of any property in Malta acquired with funds originally brought from outside Malta and invested in such property by persons who were non-residents at the time of the investment; or

b any sums originally brought from outside Malta by a person who is not a citizen of Malta and the payment is made upon such person leaving Malta to take up residence elsewhere.

the Minister's permission shall not be withheld except in so far as the withholding of such permission is necessary to give effect to an international agreement, treaty or convention to which Malta is a party.'

EDB ext. 471/472/473/462

Israel

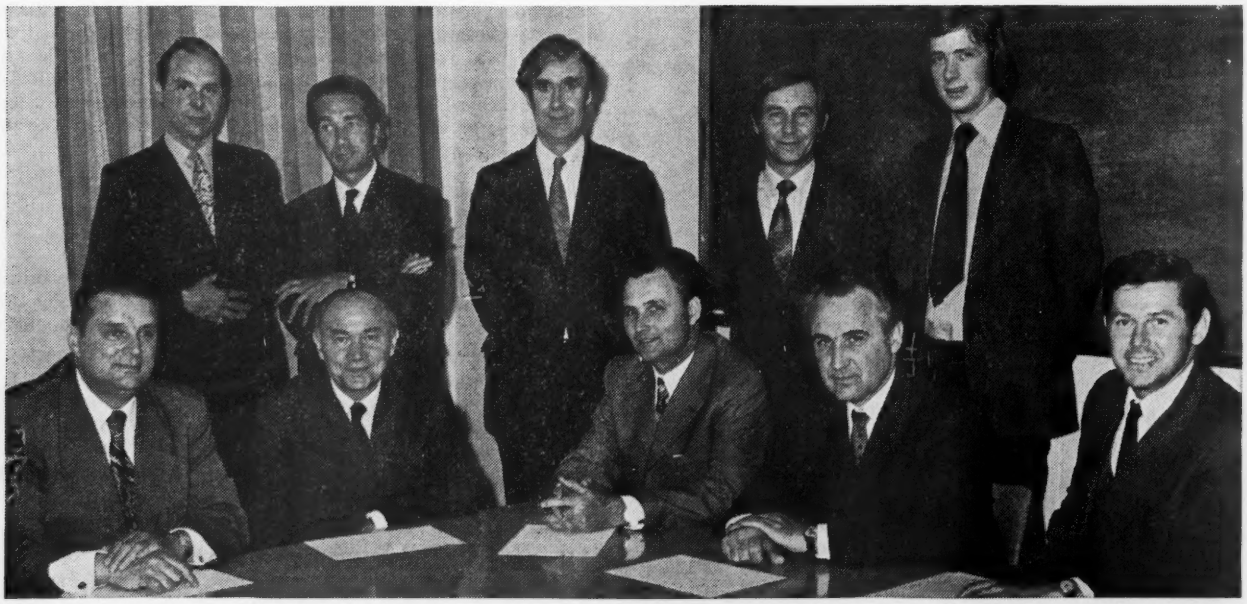
ANIMAL DISEASE REGULATIONS: The Israeli Ministry of Agriculture has announced amendments to the Animal Disease (Transfer Arrangements for Cattle) Regulations 1972. Copies of the amendments are available.

EDB ext. 420/475

Yemen Arab Republic

CAPITAL INVESTMENT LAW: The Department of Trade and Industry has received a translation of the Yemen Arab Republic's Investment of Foreign and National Capital in Economic Development Law (Law No. 13 of 1970). The translation is available on loan from CRE.

CRE ext. 2497



Czechoslovak materials handling delegation (seated) pictured at the Department of Trade and Industry with officials of DTI's Industrial Technologies Branch. The recent two-week visit was arranged by the DTI, under the terms of the Anglo-Czechoslovak technological collaboration agreement, to explore the possibilities of further co-operation on materials handling with particular emphasis on containerisation, computer controlled warehousing and steel-stock handling. Seated (left to right): Mr. A. Srom, Second Secretary (Scientific), Czechoslovak Embassy; Mr. M. Voitl, head of the foreign department of IMADOS; Mr. V. Klecka, deputy director of IMADOS; Mr. Josef Zmrhal, head of the Department of Transport, Federal Ministry for Technology and Investment (delegations leader); and Mr. J. Lebl, Third Secretary, Czechoslovak Embassy. Standing: Mr. P. R. [illegible]len; Mr. G. J. Dee and Mr. A. J. Havelock, respectively deputy director and director of the Industrial Technologies Branch; Mr. E. D. Oddy; and Mr. P. G. Lynch.

Iran

REGISTRATION OF ORDERS: The Iranian Ministry of Economy has announced that, until further notice, registration of orders for the following goods will not need the prior agreement of the Ministry:

Goods under (Brussels) tariff numbers 22.05 (except grape juice), 22.06, 22.07, and from 22.09B natural spirits distilled from wine (cognac and the like), rum, whisky, gin and liqueurs.

However, registration of orders for these goods intended for import in barrels is not authorised, and registration of orders for gin and whisky concentrates is subject to the prior agreement of the Ministry.

The Ministry of Economy has also announced that registration of orders for the following will not need the prior agreement of the Ministry:

Iron and steel wire under tariff numbers 73.10.A2, 73.10.A3, 73.14B, 73.14C, 73.10B1.

Iron and steel beams under tariff numbers 73.10.A2 (fourth) and 73.11.B1.

Transparent Ozalid paper under Chapter 37 of Brussels tariff.

Artificial textile fibre (compound and artificial) under tariff number 56.07.

Cement under tariff number 25.23B. **EDB ext. 420/475**

Morocco

MOROCCANISATION: The Moroccan Prime Minister announced, in the *Official Bulletin* of May 12, 1973, that lists of activities to be Moroccanised had been drawn up, and that from May 12, 1973 only natural or legal Moroccans may take up the occupations listed. The list is in two parts. The first consists mainly of wholesale and retail businesses, import/export agencies and the leather industry. These occupations will have to be 'Moroccanised' by May 31, 1974. The second list consists mainly of banking, insurance and commercial activities, and also agricultural processes. These activities will have to be Morocannised by May 31, 1974. These descriptions are for guidance only. Full lists of activities affected and copies of the decree are available. **CRE ext. 2358/2225.**

Dahomey

GAS OIL AND DIESEL OIL—EXEMPTION FROM IMPORT DUTIES: Dahomey Arrete No. 459/MEF/DD/B of May 19, 1973, set out the regulations covering the exemptions from import duties and taxes on gas oil and diesel oil imported into Dahomey.

EDB ext. 472

Senegal

GLOBAL QUOTAS—PRIVATE CARS: It has been announced by the Dakar Chamber of Commerce that an additional sum of FF 500,000 has been allocated for importing private cars into Senegal. **EDB ext. 472**

Uganda

NATIONALISATION: Decree 32—the Properties and Businesses (Acquisition Decree) 1972—referred to in *Trade and Industry*, January 18, 1973, pages 106 and 107, is amended, with effect from April 30, by Statutory Instrument No. 58, which adds the following companies to the list of properties and businesses vested in the Ugandan Government:

23 Uganda Bata Shoe Co. Ltd.
24 D. T. Dobbie & Co. (Uganda) Ltd.
25 Cooper Motor Corporation (U) Ltd.
26 Car & General (Uganda) Ltd.

Note: Items 23, 24 and 26 were referred to in *Trade and Industry*, April 12, 1973, page 94. **CRE ext. 2226**

JANCO جانكو

TRADE . INDUSTRY . CONTRACTS تجاره . صناعه . مقاولات

HEAD OFFICE:

JEDDAH

P.O.B. 1831 JEDDAH, KINGDOM OF SAUDI ARABIA.

Tel. 6856, 2437, 5928. Telegrams: JANCOTIC JEDDAH

BRANCHES

RIYDAH—Kingdom of SAUDI ARABIA
P.O.B. 783 Riyadh
Tel. 62454
Telegrams: JANCOTIC RIYADH

MANNHEIM—W. GERMANY
MAIN—NECKAR—BAHN—STRASSE 6
68 Mannheim 71/Germany
Tel. (0621) 871394
Telegrams: JANCOTIC MANNHEIM

BEIRUT—LEBANON
Hashim Abdulrahman El Hashim Building
CORNISH EL MAZRAAH
Tel. 306501
Telegrams: JANCOTIC BEIRUT

MECCA—Kingdom of SAUDI ARABIA
JANCO KILO 151 MECCA
Tel. 20247

LONDON U.K.
27 Marylebone Road, NW1 5JS
Tel. 01-935 5801
Telegrams: JANCOTIC LONDON
Telex 23486 JANCOTIC LONDON

Enquiries for AMMAN—JORDAN to London office please.

JANCO OFFERS

Assistance in selling products in the Middle East.
Agency facilities.
Collaboration in obtaining and executing contracts.
Arranging visits for officials and representatives.

LIBYAN ARAB REPUBLIC
COUNCIL OF AGRICULTURAL DEVELOPMENT
TARIK AL FATH, TRIPOLI, LIBYA.

The Council invites bids to undertake construction of:

Irrigation, drainage, soil protection and electric and telephone installations.

Specifications and Conditions are obtainable against an unrefundable fee of 100 Libyan Dinars, from the Council.

The closing date of this Tender is 27th July, 1973.

MARKETS IN EUROPE 9th edition £2.50

Complete coverage of the DEMOCRATIC REPUBLIC OF THE CONGO

NENO

The Monthly Illustrated Magazine
Country-wide circulation. 26th year of publication. Two editions, Swahili and Lingala. Readership. Government officials, professional people, teachers, business men, etc.
Type area: 10 x 7½. Rates: Page £40, ½ page £25, page £15.
Series of 6, 5%. 12, 10%.
Write or telephone UK Representatives

'OVERSEAS DIRECTORIES & SUBSCRIPTIONS' £2.50
(Airmail Edn.) 8oz. Directories Only. £1.50 (Air $10.—)

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: 01-734 6534/5 Telex WESTCHAM LONDON 268312/PUBDISCO
For 20 years representatives for publishers in over 100 countries for advertising and subscriptions

South Africa

CUSTOMS TARIFF CHANGES: The following changes were announced in the South African *Government Gazette* of June 8, 1973:

BN 90.19. The English text is amended by the substitution of the expression 'hearing aids' for the expression 'deaf aids'. Specific provision is made for orthopaedic appliances, surgical belts, trusses and the like and artificial limbs, eyes and other artificial parts of the body (excluding teeth). The goods remain free of duty. **EDB ext. 471/472/473/462**

MARKING SUBSTANCES ON WOOL: The South African *Government Gazette*, May 30, 1973, published two notices on marking substances on wool. Notice R.1333 prohibits the sale of wool in the Republic if marked with certain substances; R.908 amends the schedule of the Marketing Act 1968 to the effect that wool shall not be marked with unscourable marking substances. Further details are available. **EDB ext. 471/472/473/462**

Singapore

LABELLING OF FLAMMABLE PAINTS AND SOLVENTS: Singapore I & E Notice 2/73 dated March 30, 1973, states that warning labels on flammable paints and solvents having flash points below 150°F (65.5°C) need be affixed only on cans containing more than 5 litres, and not on cans of 5 litres as stated in *Trade and Industry*, March 8, 1973 (page 491). **EDB ext. 401/468/469**

CONTINUATION OF IMPORT QUOTA ON CHICKEN ESSENCE: Singapore I & E Notice 2/73 dated March 30, 1973, states that the import quota on chicken essence for the period April 1 to September 30, 1973, will be continued at the present quota level of 100 per cent of 1967 imports. Licences will be issued for half the annual quota. **EDB ext. 401/468/469**

IMPORT QUOTAS—STEEL BARS: Singapore I & E Notice 6/73 dated May 25, 1973, states that the import of the following goods is no longer subject to quota restriction or licensing.

Mild steel flat bars

Mild steel round bars

High tensile deformed bars.

Exceptions: The import of all goods originating or manufactured wholly or partly in, or consigned from the following countries continues to be subject to import licensing:

Albania, Cuba, Czechoslovakia, East Germany, North Vietnam, People's Republic of China, and People's Republic of Mongolia.

EDB ext. 401/468/469

New Zealand

CUSTOMS ACT—DUMPING DUTY: The New Zealand Minister of Customs has issued the following notice:

Pursuant to the provisions of section 129(1) of the Customs Act 1966, as amended by Section 6 of the Customs Amendment Act 1971, dumping duty is at present being levied on imports of the following goods:

Tariff items	Goods
73.29.002	Chain and parts thereof, of iron or steel: Other chain Viz: Mild steel link chain

Domestic production of this chain is now being terminated, and it is hereby notified that in respect of all shipments of the above class of goods imported into New Zealand on and after June 1, 1973, dumping duty will no longer be payable. **EDB ext. 401/468/469**

CRE telephone 01-222 7877 **EDB** telephone 01-248 5757
Extensions to these numbers are given at the end of each notice.

Canada

TARIFF CHANGES: The Canadian authorities have issued the following amendments to the customs tariff:

Tariff no.	Description	British preferential	Most-favoured-nation	General
NEW ITEMS				
18730-1	Photographic plates, with a resolution capability of not less than 500 line pairs per millimetre, for use in the manufacture of photo masks used in the production of integrated circuits. (Expires June 30, 1974)	Free	Free	30%
42890-1	Gasoline internal combustion engines, air-cooled, four cycle, not greater than thirty horse power, for use in the manufacture of air compressor sets. (Expires June 30, 1974)	Free	Free	30%
50620-1	Laminated hard maple cores, kiln dried, not further manufactured than rough-turned, for use in the manufacture of 10-pin bowling pins. (Expires June 30, 1974)	Free	Free	25%
56190-1	Yarns, wholly of viscose rayon filaments, 150 denier and 300 denier, for use in the manufacture of hair nets and, per pound. (Expires June 30, 1974)	Free	Free	35% 20 cts
60440-1	Goat and kid leathers, other than patent leathers, for use in the manufacture of footwear and ladies' handbags. (Expires February 28, 1974)	Free	Free	27½%
80210-1	Unfinished parts of umbrella cases, imported by manufacturers of umbrellas, for use in Canadian manufactures. (expires June 30, 1974)	Free	Free	20%
92922-3	Ethylenediamine for use in the manufacture of ethylenediaminetetraacetic acid and its sodium and calcium salts (expires June 30, 1974)	Free	Free	25%
92923-4	N-(tri decyl oxypropyl) propylenediamine for use in the manufacture of N-(tri decyl oxypropyl) propylenediamine acetate for the concentration of ores. (expires June 30, 1974)	Free	Free	25%
93819-18	Materials, containing not less than 95 p.c. by weight of aluminum oxide, for use in the manufacture of hydro-treating catalysts. (Expires February 28, 1974)	Free	Free	25%
93902-6	Polyvinyl alcohol for use in Canadian manufactures. (Expires June 30, 1974)	Free	Free	20%
AMENDMENTS				
43883-1	The definition has been amended to read: Steel spring strip, annealed, not less than 0.1395 in. or more than 0.155 in. in thickness with tolerance not to exceed 0.001 in. not less than one and one-half in. or more than one and thirteen-sixteenths in. in width, for use in the manufacture of shaft locks for motor vehicles			
44557-1	The definition now reads: Shaft encoders; electric servomotors; servo amplifiers, 50 to 60 cycles; for use in the manufacture of digitising tables and digital display apparatus for use therewith (Expires February 28, 1974).			

EDB ext. 455/456/457

PRESERVED MUSHROOMS—ANTI-DUMPING INQUIRY: The Canadian Anti-Dumping Tribunal is to undertake an inquiry on the importation into Canada of preserved mushrooms classified under tariff item 8505-1. The Tribunal will determine, *inter alia*, whether such goods or specific types of such goods are being imported or are likely to be imported into Canada at such prices, in such quantities and under such conditions as to cause or threaten serious injury to Canadian producers of like or directly competitive goods.

Briefs or written submission containing facts, opinions and arguments in support of any views pertinent to the inquiry must be filed with the Secretary of the Tribunal not later than July 6, 1973. The public hearing will commence on July 31, 1973. Persons proposing to appear at the public hearing to give evidence or make representations must notify the Secretary not later than July 20, 1973. Copies of the full text of the announcement are available.

CRE ext. 2629

United States

MATTRESSES—FLAMMABILITY STANDARDS: *Trade and Industry*, May 10, 1973, referred to proposed amendments to the flammability standard for mattresses (DOC FF 4.72). The amendments have now been adopted and the revised standard has been published. The effective date of the standard remains June 7, 1973. (FR 8.6.73)

The US Consumer Product Safety Commission has published proposed regulations for the administration and enforcement of the flammability standard for mattresses. The proposed regulations include provisions on labelling, record-keeping and guaranty testing. Comments should be submitted by July 11, 1973. (FR 11.6.73) **CRE ext. 2397**

NEW YORK STATE 'BUY-AMERICAN' BILLS: *Trade and Industry*, April 12, 1973, gave notice of the introduction of two 'buy American' bills into the legislature of the New York State Assembly. The legislature assembly has now ended and therefore the bills have 'died' until next year. **CRE ext. 2647**

Trinidad

BUREAU OF STANDARDS: A Bureau of Standards has recently been established and it was announced that 12 persons have been appointed to the Standards Council for a period of two years with effect from March 24, 1973. The Council will give priority in setting down standards in the following areas: animal feeding stuffs, clothing, household goods, building materials, informative labelling and some engineering items. **EDB ext. 7312/474/476**

St. Vincent

IMPORT LICENSING—MOTOR VEHICLE PARTS: The St. Vincent authorities announced in Notice 7 of March 20, 1973, that import licences are now required for motor vehicle tail pipes, front pipes and mufflers. **EDB ext. 7312/470/476**

Antigua

IMPORT LICENSING: The Antigua authorities published a notice in their Gazette No. 23 of May 17, 1973 that all furniture, ice cream and louvre frames now require an import licence.

Argentina

IMPORT BAN ON SECOND-HAND GOODS AND MACHINERY: Argentine Decree 4628, published in the *Boletin Oficial*, May 24, 1973, reimposes the ban on the import of second-hand goods and machinery. The ban, introduced in 1970 and extended for a further period in 1971, expired in 1972, but Decree 4628 reintroduces the terms of the original decrees. Imports of second-hand goods and machinery in BTN chapters 60, 61, 62, 63, 84, 85, 86, 87 and 90 require the prior authorisation of the Ministry of Industry and Mining.
EDB ext. 474/476/7312

Brazil

FOREIGN LOANS: On June 12, 1973 the Brazilian Monetary Council issued Resolution 259 suspending, for deals authorised from June 13, 1973, the need for a 25 per cent cruzeiro deposit on external borrowing, as applied by Resolution 236, of October 19, 1972. Deposits currently held by the Central Bank will be released in stages by the end of 1973. At the same time, the Council extended the minimum period for new financial credits from six to a minimum of eight years. Borrowers in medium size firms are still permitted to contract foreign loans for a minimum period of 18 months, provided that the loan is subsequently renewed or re-passed within Brazil over eight years. **EDB ext. 474/476/7312**

Chile

EXCHANGE RATES: Chilean Central Bank Circular 1880 introduced, as from May 30, 1973, new exchange rates in the 'Bank' (ie all physical foreign trade and some invisible transactions) market.

Class C rate, which applies to imports of 'relatively less essential' imports such as some foodstuffs, raw materials, chemicals, equipment and spares, has been increased from 40 escudos per US dollar to 65 escudos.

Class D rate, hithero 80 escudos per US dollar, has been split into two: rate D1 which applies mainly to spices at 120 escudos per US dollar; and rate D2 which applies to 'non-essentials and semi-luxuries' at 240 escudos per US dollar.

Class E rate, which applies mainly to exports of minerals, newsprint, cellulose and timber, has been increased from 20 escudos per US dollar to 45 escudos.

Class F rate, which is the basic export rate and applies to all items except those specifically listed under Classes E and G, has been increased from 25 escudos per US dollar to 65 escudos.

Class G rate which applies to exports of nitrate, iodine, fruit, wine, footwear, books and some local manufactures including vehicles, has been increased from 30 escudos per US dollar to 100 escudos.

The several types of 'invisible' transaction—both earnings and outgoings—which are subject to the 'Bank' rather than to the 'Brokers' exchange rates are at the following rates:

Earnings are subject to Classes B, E, F, and G

Outgoings are subject to Classes C, D1, and D2.

A copy of the decree, in Spanish, is available upon request.
CRE ext. 2289

Costa Rica

ADDITIONS TO THE LIST OF ESSENTIAL IMPORTS: The following goods have been added to the list of essential imports, and now qualify for foreign exchange at the official rate of 6.65 Colones = US$ 1.00:

1 Goods falling under the following tariff headings:

716 13 05 Apparatus in the form of backpacks for spraying and dusting, exclusively for agricultural use.

272 05 03 Rock salt or sea salt prepared in any way, for livestock

2 Imports by electricity generating plants to overcome or ameliorate the effects of electricity shortages.

3 Imports of raw materials by manufacturers of cartons made from waxed cardboard, corrugated cardboard and the like, used for packing shrimps. **EDB ext. 474/476/7312**

El Salvador

CONTROL OF AGRICULTURAL AND LIVESTOCK PRODUCTS: Decree 315 published in the El Salvador *Official Gazette* of May 10, 1973, regulates the production, marketing, distribution, importation, exportation and use of pesticides, fertilisers, weed-killers, additives and improvers, defoliants and other chemical and biochemical products for agricultural, livestock or veterinary uses, including their raw materials. British exporters may obtain a copy of the decree in Spanish, or a summary of its main provisions in English from OTAR Section, Export Data Branch.
EDB ext. 474/476/7312

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

'EEC entry is Britain's chance for a bigger say in its future'

—Mr. Peter Emery

MR. Peter Emery, Parliamentary Under-Secretary of State for Industry and Consumer Affairs, said on June 19 that Britain's entry into the European Communities 'gives us the chance of a much bigger say in the shape of our future'.

Addressing the Nottingham and District Hosiery Manufacturers' Association, Mr. Emery said: 'Those who take the opposite view have closed their eyes to the realities of the modern world. For the reality is that our economic and political environment has been for some years now increasingly determined by the decisions of others.

'The trading pattern of the world, and the big decisions of international politics, have been coming more and more under the control of the four or five big political units: the United States, the Soviet Union, China, Japan and Europe, the European Community.

'In this big league, the influence of British governments, and that of the British Parliament, has been ebbing away. Now, within Europe, we can excercise a substantial influence upon the policies of the large, and increasingly powerful, European unit.

'The truth is that a share, a substantial share, in the reality of European power is of more significant value to the people of Britain than the maintenance of theoretically unrestricted command of our own resources. Once the new Europe had sprung into effective existence, and so long as the new Europe remains, it was inevitable that Britain should wish to be an influential part of it.

'But the economic opportunities of the new Europe are no less significant than its political implications. Before entry you had a domestic market of only 55 million people. Your exports to the Six faced a 10-20 per cent tariff. Removal of this tariff has already begun.

'In four years' time there will be no tariffs getting in the way of your trade with the community market of over 260 million people: with an overall standard of living and purchasing power considerably higher than that at present enjoyed in this country.

'A powerful indication of the scope ahead is that our manufacturers enjoy only a 7½ per cent share of the enlarged Community market, compared with the 30 per cent share possessed by Germany and 12½ per cent by France. This means that Germany sells £4,000 million worth of manufactures more than we do to her Community partners, and France over £1,000 million more. The population of the Community of Nine is about five times the size of our market alone.

'The same point holds for your industry as for British manufacturers generally. The Community's potential is enormous—Germany, France and the Benelux countries alone import hosiery and knitted garments worth well over £500 million annually. Currently our share of this market is just a few per cent.

'With the fourth largest knitwear industry in the Community—and one which is already successful in British and world markets—clearly we should set our sights on capturing a bigger slice of trade inside the Community. Within it are about 45 million children (under 15) whose needs will surely interest the manufacturers of children's clothes. There are another 41 million people between the ages of 15 and 29 who are potential buyers of young fashion, sport and leisure wear. There are nearly 50 million in the next age group (the 30-49s) who are shopping for the clothes I know rather more about.'

Aluminium samples of precision sand castings for camera equipment, under inspection at the Sandy, Bedfordshire, foundry of RKB Precision Products Ltd. before submission to designers Optische Industrie, Delft, Holland. The company seeks to bridge the gap between hand moulding practices and diecasting methods by enabling designs to be proved in practice before the customer commits himself to a long production run. The recently completed foundry is due for extension to meet substantial new home and overseas business.

Mr. Heseltine President of Eurocontrol

MR. Michael Heseltine, Minister for Aerospace and Shipping, when in Brussels on June 21 for the 39th Session of the Eurocontrol Permanent Commission was formally appointed as its next President. A representative from one of the seven European full member states is elected President each year. The next term begins in July. Mr. Heseltine has been Vice-President for the past year.

Eurocontrol is the organisation of states which is responsible for and co-ordinates navigational services to aircraft in Europe in upper air space, ie above 25,000 ft. The United Kingdom acts as agent for Eurocontrol in providing services for UK upper air space. The seven full member states are: Belgium, Eire, France, Germany, Luxemburg, Netherlands and the United Kingdom.

European trade mark convention

THE Department of Trade and Industry published on June 22, under the title 'Proposed European Trade Mark,' an unofficial translation of a Preliminary Draft of a Convention for a European Trade Mark.

The draft was prepared by the six EEC countries in 1964 and the English translation is published by courtesy of the Commission of the European Communities. In some respects the draft is out of date and liable to change but the object of publishing it now is to ascertain the views of the circles concerned. The text aims at the establishment of a European legislation on trade marks under which a European Trade Mark Office will register, on a single application, trade marks effective throughout the countries of the European Community. The European Trade Mark Law will exist side by side with national trade mark laws and not replace them.

The translation is obtainable from the Patent Office, Orpington, Kent BR5 3RD, from the Sale Counter, Patent Office, 25 Southampton Buildings, London WC2A 1AY and from HMSO and branches price 47p (by post 50½p).

EEC/EFTA Free Trade Agreements

BRITISH exporters are reminded that claims for preferential tariff treatment for goods exported to the EFTA countries (Austria, Finland, Iceland, Norway, Portugal, Sweden and Switzerland) must be supported by the correct documentation prescribed in the Free Trade Agreements concluded between these countries and the enlarged EEC. *In no circumstances must EFTA Forms and Declarations be used.*

Full details of this documentation and of the procedures to be followed are set out in Customs Notice 810 which may be obtained free of charge from any United Kingdom Custom House or office of a Collector of Customs and Excise or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London EC3R 7HE.

Although HM Customs and Excise are responsible for documentation procedures under these Agreements British exporters may address any inquiries arising from this Notice to OTAR Section, Export Data Branch, Ext. 458/461. This Section can also supply information on specific rates of duty in the EFTA countries. If such information is required inquirers should specify the country and goods in which they are interested, quoting the BN classification if possible.

New EC legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies may be obtained from HMSO. Information about the items listed, in so far as exports are concerned, is available from Department of Trade and Industry, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

COMMON AGRICULTURAL POLICY: The texts of the following Regulations and Decisions which affect the various sectors in the EEC have been published in the *Official Journal of the European Communities.*

General. Regulation (EEC) No. 1570/73 amending Regulation (EEC) No. 2637/70 on the period of validity of advance fixing certificates for certain agricultural products exported in the form of goods not covered by Annex II to the Treaty. (*Official Journal* No. L157, June 14, 1973)

Milk and milk products. Regulation (EEC) No. 1517/73 amending Regulation (EEC) No. 71/73 on the sale of butter from public stocks. (*Official Journal* No. L152, June 8, 1973)

Eggs and poultrymeat. Regulation (EEC) No. 1527/73 on certain communications between the Member States and the Commission relating to eggs and poultrymeat. (*Official Journal* No. L154, June 9, 1973)

Cereals. Regulation (EEC) No. 1554/73 laying down the conditions for granting carry-over payments for stocks of common wheat, rye of breadmaking quality and maize remaining at the end of the 1972/73 marketing year. (*Official Journal* No. L156, June 13, 1973)

Fruits and vegetables. Regulation (EEC) No. 1566/73 establishing the standard average values for the valuation of imported citrus fruits. (*Official Journal* No. L157, June 14, 1973)

Seeds and plants—Corrigenda. The *Official Journal* No. L156, June 13, 1973, contains the texts of the following Corrigenda:

Corrigendum to Council Decision 73/83/EEC of March 26, 1973, on the equivalence of field inspections carried out on seed-producing crops in Denmark, Ireland and the United Kingdom (*Official Journal* No. L106, April 20, 1973).

Corrigendum to Second Council Decision 73/86/EEC of March 26, 1973, on the equivalence of field inspections carried out in third countries on seed-producing crops (*Official Journal* No. L106, April 20, 1973).

Corrigendum to the Second Council Decision 73/87/EEC of March 26, 1973, on the equivalence of seed produced in third countries (*Official Journal* No. L106, April 20, 1973).

CHANNEL ISLANDS AND THE ISLE OF MAN—AGRICULTURAL PRODUCTS: The *Official Journal of the European Communities* No. L159, June 16, 1973, contains a corrigendum to Council Regulation (EEC) No. 706/73 (*Official Journal* No. L68, March 15, 1973).

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry*, February 15, 1973, contained a notice about a number of Regulations setting up tariff quotas and opening tariff preferences for certain products originating in developing countries for the period January 1 to December 31, 1973. The texts of the following Regulations reimposing the Common Customs Tariff duties on certain of these products have been published in the *Official Journal of the European Communities*:

CCT No.	Description of goods	Country of origin	Full rate of duty payable from	Tariff quota or preference set up by Reg. No.
Regulation (EEC) No. 1519/73				
48.09	Building board of wood pulp or of vegetable fibre, whether or not bonded with natural or artificial resins or with similar binders	Brazil	June 11, 1973	2762/72
Regulation (EEC) No. 1520/73				
ex. 61.02	Women's, girls and infants' outer garments: —Not of cotton	Developing countries	June 11, 1973	2764/72
		(*Official Journal*, L152, June 8, 1973)		
Regulation (EEC) No. 1594/73				
85.04	Electric accumulators: A Lead-acid accumulators	Yugoslavia	June 19, 1973	2762/72
Regulation (EEC) No. 1595/73				
97.06	Appliances, apparatus, accessories and requisites for gymnastics or athletics, or for sports and outdoor games (other than articles falling within heading No. 97.04): B Tennis rackets C Other	Pakistan	June 19, 1973	2762/72
Regulation (EEC) No. 1596/73				
58.10	Embroidery, in the piece, in strips or in motifs	Pakistan	June 19 1973	2764/72
Regulation (EEC) No. 1597/73				
60.04	Under garments, knitted or crocheted, not elastic nor rubberised: A Of cotton	South Korea	June 19, 1973	2764/72
Regulation (EEC) No. 1598/73				
54.03	Flax or ramie yarn, not put up for retail sale	Developing countries	June 19, 1973	2766/72
Regulation (EEC) No. 1599/73				
82.14	Spoons, forks, fish-eaters, butter-knives, ladles, and similar kitchen or tableware: A Of stainless steel	Hong Kong	June 19, 1973	2762/72
Regulation (EEC) No. 1600/73				
85.01 C	Electrical goods of the following descriptions: generators, converters (rotary or static), transformers, rectifiers and rectifying apparatus, inductors: C Parts	Yugoslavia	June 19, 1973	2762/72

(*Official Journal* No. L159, June 16, 1973)

Detailed statistics of UK overseas trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6,000 commodity headings); there are 188 specified countries for consignment. The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office, Bill of Entry Section, HM Customs and Excise, 27 Victoria Avenue; Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, ext. 316 or 323 for Imports, or ext. 314 or 315 for Exports; Telex 99112 CUSEX Southend).

'London will continue to welcome tourists'

—Mr. Anthony Grant

'LONDON is a great international and European city which has always taken pride in its attraction for visitors, and I am confident that the vast majority of Londoners will ensure that our visitors will continue to be made welcome,' said Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, on June 18.

At the opening of the Gloucester Hotel in London, Mr. Grant said there was a small but vocal minority who believed that the Government had been wrong to provide the active encouragement and financial support that it had done for hotel building in London.

'They believe that we have got our sums wrong on tourism and that the benefits are outweighed by a number of disadvantages. The most important of these disadvantages are seen to be the increased congestion both on the roads and at many of our most popular tourist attractions—the Changing of the Guard and Buckingham Palace being the most obvious examples—and the displacement of homes by hotels.

'These are both valid points which require an answer. I personally have much less patience with other objections which have been voiced including the dislike of the mere presence of a large number of tourists (many from other parts of the UK visiting their capital city) and a very much small number of foreign workers in London which seems to be based on little more than xenophobia.'

He went on: 'Our earnings from overseas tourists last year reached £538 million. And this is quite apart from fares paid to British carriers. This more than pays for the holidays which we like to take in other countries.

'We all know that there is plenty of traffic in London but it is ridiculous to suggest that this congestion is primarily caused by tourist coaches. This is not to say that we could not improve matters by spreading tourist movements in place and time. The tourist boards have already had a measure of success in spreading the tourist season over a longer period and in persuading tourists to spend more time outside of London.

'More significantly for the longer term, the tourist boards and the local authorities are co-operating in the preparation of a five-year plan which will concentrate on ways in which the development of tourism can proceed in London without inconvenience to those who live and work here. I understand that they are exploring on the one hand fairly radical solutions to the problem such as the construction of special pedestrian tourist routes between places of interest to more mundane ideas like persuading tourists to visit some of our less well-known buildings and parks. Certainly it has always seemed a pity to me that so many visitors imagine that having seen Buckingham Palace, Westminster Abbey, St. Paul's and Trafalgar Square that they have "done" London. So I think it is fair to say that the need to monitor and control the development of tourism so as to maintain a balance between the interests of the tourist and the Londoner has already been recognised and action is being taken.'

Turning to staffing, Mr. Grant spoke on people who come from other countries to work in our hotels. 'We have cause to be very grateful to them rather than to resent their presence here. They bridge the gap between the minimum number of workers the industry must have and the number from this country who are prepared to work in the industry. They bring us many important skills. But it may surprise even some of you to realise that foreign workers constitute only *3 per cent* of the workforce in the hotel and catering industry.'

He concluded by saying: 'For millions of people to return to their homes overseas taking with them a favourable impression of Britain and British customs is of incalculable worth. It would be enormously damaging to us if potential tourists were to gain the impression that our attitude to tourists was turning sour.'

Plans for the Derwent Valley derelict land reclamation project are examined by Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development (left), the Mayor of Workington, Mr. William Whalley, and the Borough Surveyor, Mr. A. Eves. The plans provide 225 acres of land for industry, commerce, agriculture and housing. The picture was taken at Workington Town Hall during Mr. Grant's recent visit to west Cumberland. Photo by courtesy of 'Cumberland Newspapers'.

'Growth rate now over 5 per cent a year'

—Mr. Tom Boardman

'I BELIEVE that those who have not visited this country for some time will both see and sense the change, and welcome it. We have shaken off the malaise—recovered our vitality; and industry and commerce have entered, with enthusiasm, into the more open competition that Europe provides,' said Mr. Tom Boardman, Minister for Industry, when he opened Interplas 73 in London on June 20.

'I do not have to tell this audience of the important role of plastics in the world's economy. How the fast rate of economic growth, coupled with shortages of world commodities such as timber presents an opportunity for further expansion of your industry.

'In the UK our over-riding economic purpose is to achieve a high and sustained rate of growth while, at the same time, avoiding the perils of inflation. Our economy is growing at a rate in excess of 5 per cent per annum. To maintain a high growth rate—and this we intend to do—calls for the most efficient use of our resources; the best possible productivity, and wise investment in plant.

'Not all our costs and prices can be determined by our own actions. The very steep rises in world prices of food and many raw materials are outside the control of importing governments. But industry can, as the best show, by good management contain and often reduce unit costs. I am confident that there will be plenty of suggestions on this put forward by the exhibitors here.

'Some of our friends from overseas with us today may consider that I am being rather parochial, as this is an international exhibition. But it is because of that, and of the effect that the British economy must inevitably have on that of other countries that I am happy to be able to present a cheerful forecast.

'What does all this mean to the plastics industry? It means, I

predict, a growth of plastics consumption, in the UK substantially higher than in any pervious period. It means that manufacturers must be prepared to increase production to meet that increasing demand; equip themselves to reduce unit costs; produce the designs that a sophisticated market demands; continue their research and development of new materials and new machines to replace those world commodities that are becoming scarce; introduce new methods and products to enable your customers to save costs; and protect the environment against the pollution which your industry and your products can cause. If you agree with my analysis, then this exhibition will be invaluable. And it will be a success.'

A consumer check-list for marketing men

SIR Geoffrey Howe, Minister for Trade and Consumer Affairs, on June 20 detailed his 'consumer check-list for conscientious marketing men,' when speaking at a seminar on after-sales service in London. Sir Geoffrey itemised his list thus:

'First and most important: how effective is your quality control? Does everyone in your company from boardroom to stockroom, realise that it is upon the quality of your product that the company's reputation, and so its commercial success, essentially depends?

'Second, what is your company's attitude towards consumer complaints? How many complaints does your company receive? What are they about? And how are they handled? Are they dealt with by some amorphous public relations department, whose main aim is simply to fend them off? Or do you use them as an invaluable yardstick of performance? Do you really feed them back to the production line and the marketing people as first-hand evidence of consumer reaction? Perhaps the acid test is this. Are you prepared to include in your annual report full details of the number and the pattern of consumer complaints and to show how you dealt with them?

'Third, what about marketing techniques? Quite apart from what the law says, are you packaging and labelling entirely accurate? And do they provide wherever possible the information which the consumer is reasonably entitled to expect before he or she makes the final choice as to whether to buy your product rather than someone else's?

'Fourth, what kind of after-sales service do you provide?

'Likely to become increasingly important, the Supply of Goods (Implied Terms) Act deprives traders of the right to exclude their obligation to ensure that goods are of good quality. The consumer will, in future, have no doubt that he is entitled to enforce that right. He will be able to do so in the last resort by means of civil prosecution for damage. Or, if buying by hire purchase or on any other credit terms, he is entitled to refuse to buy.'

'Value for money in metric'

'VALUE for Money in Metric', the Report of the Metrication Board's Consumer Safeguards Group, sets out how consumers can be helped to judge value for money during the transitional phase when metric and imperial weights and measures are in use at the same time. The Report calls for action by the Government, local authorities, manufacturers, traders, consumer organisations and by the Metrication Board.

Three ways of safeguarding the interests of consumers during the metric change are highlighted.

Manufacturers should plan their metric changes with firm terminal dates and link them with timetables for change in shops.

The period of transition to metric in shops should be kept as short as practicable. This requires legislative action by the Government and Parliament.

Substantial publicity is urgently needed to inform the general public about the metric changes. Press, radio and television have an important role in increasing consumers' awareness and understanding.

'Value for Money in Metric' assesses the usefulness during the metric change of dual marking, standard quantity packaging, distinctive marking on metric packs, unit pricing, wall charts and conversion aids.

The importance of local sources of information and the needs of special groups are discussed.

The Report takes account of comments received on a consultative draft which was sent to some 260 organisations representing manufacturers, traders and consumers.

The Report was submitted to the Minister for Trade and Consumer Affairs and to the Minister of Agriculture, Fisheries and Food at the end of May. This completes the task with which the Group was charged in January 1973. The Metrication Board is submitting to Ministers its comments on the Group's recommendations including those which call for action by the Board.

Copies of the Report are available from the Information Office, Metrication Board, 22 Kingsway, London WC2B 6LE.

National Air Traffic Census 1973

THE co-operation of all pilots who will be flying over Britain between July 16-29 is being sought to supply information about their flying activities for the National Air Traffic Census 1973.

The Census is being carried out by the Civil Aviation Authority to provide information about the numbers of aircraft and the nature of their flights. This information is needed to plan for future facilities and services.

It is six years since the last and more restricted Census was carried out in 1967 and air traffic has grown considerably in the intervening years.

Some 200,000 census forms are being distributed through aerodromes, clubs and companies. These will go to British and foreign pilots of both civil and military aircraft flying inside or outside of controlled airspace. The aircraft to be recorded will range from the largest jumbo-jet, through all types of military aircraft and small privately-owned aircraft, to the quietest glider. The speeds of the aircraft will range from a few miles per hour up to the super-sonic.

Special computer techniques are being developed by Software Sciences Ltd., of Farnborough, to process the large amount of data to be collected. By providing a sound statistical basis for future planning the project contributes towards the maintenance of present day high levels of safety in the air.

Software Sciences have been retained by several countries to make aviation studies. Current and recently completed contracts include projects in Algeria, Belgium, Canada, Germany, The Netherlands, Portugal, Turkey and the USA.

The overall results of the Census will be made available by the CAA to anyone wishing to see them.

Price Commission decisions

Food products

THE Price Commission have approved price increases for the following manufactured foods. The increases shown are increases in the average net price to trade customers and the dates are those from which manufacturers may charge the higher prices to these customers.

Chocolate and sugar confectionery manufactured by Mars Ltd. increases averaging 9.1 per cent over the range of products. They are the result mainly of higher costs of raw materials, mostly imported, including chocolate ingredients, sugar, milk and glucose. Some increases will be immediate; others will come into effect as

the necessary manufacturing and packaging changes are made. In some cases the increase will take the form of weight reductions. In others the higher price charged will be partly offset by an increase in weight. For Mars Bars, the company's main product, the change will take the form initially of a reduction of 5 per cent in weight. Subsequently there will be an increase of ½p in the recommended retail price, with an equivalent increase in weight so as to maintain the value to the consumer.

Biscuits manufactured by Associated Biscuits Ltd.: increases averaging 4.59 per cent over the range of products. They are due mainly to higher costs of flour, sugar, fats and imported chocolate ingredients and dried fruit. They will come into effect on July 2. On most of the popular lines the increase in the recommended retail price will not exceed ½p per packet.

Margarines, shortenings and cooking fats manufactured by Kraft Foods Ltd.: for supply to wholesalers and retailers and to food manufacturers and caterers: increases averaging 7.2 per cent over the range of products. Retail packs of margarines, the principal consumer item, will be increased by an average of about 6 per cent. The increases are due to higher costs of raw materials, particularly imported edible oils. They will come into effect immediately.

Frozen foods manufactured by Findus Ltd.: increases averaging 8.91 per cent over the range of consumer packs. They are due mainly to higher costs of meat and fish and will come into effect over the next six weeks, most of them on July 2.

There will also be increases in the catering packs, averaging 11 per cent over the range. These have been approved under the provisions of the Price Code relating to loss making enterprises. A few minor lines were increased on June 25 and the rest will be increased on July 16.

Soft drinks manufactured by Corona Soft Drinks: increases averaging 2.82 per cent over the range of products supplied to trade customers. These increases are due to higher costs of labour and raw material, mainly sugar.

There will also be increases in the products handled by the company's door-to-door consumer service. These have been approved under the provisions in the Price Code relating to loss-making enterprises. They will average 8.2 per cent and the effect will be an increase for certain items of 1p a 26-oz bottle. All the Corona increases will come into effect on July 5.

Bottled lemon juice ('P.L.J.') prepared by Beecham Foods: increases of about 9.3 per cent on the standard bottle, the main item, and little less on the large bottle. They are due to the higher costs of imported lemon juice and will be effective from August 6.

Other products

Synthetic Resins Ltd. (a subsidiary of Unilever Ltd.): an increase averaging 9.5 per cent for synthetic resins due to increased costs, particularly of imported raw materials.

Guest, Keen and Nettlefolds Ltd : an increase of 2.5 per cent across the range of sintered products manufactured by Firth Cleveland Sintered Products Ltd., based on increased costs.

Pneumatic Automatic Control Equipment Ltd.: an average increase limited to 5.1 per cent for automatic machine feed attachments and machine components. The increases are due mainly to increases in labour and materials.

Exors of James Mills Ltd.: an average increase of 4.1 per cent for rail and scaffold fittings, due to the increased cost of steel.

GKN Special Products Division: an average increase limited to 5.2 per cent for hot and cold forged parts and an average increase of 9.4 per cent for automotive suspension ball joint assemblies. The increases are due largely to increased costs of materials—mainly steel—and to labour.

GKN Standard Bolt and Nut Division: an average increase limited to 7 per cent for nuts and bolts under the provisions of the Code dealing with losses (paragraph 49).

Jeyes Group Ltd.: increases limited to 20 per cent on Jeyes Fluid, an average of 4.4 per cent on other disinfectants, 3.6 per cent on washing up liquids and 2.6 per cent on bleach. Jeyes Fluid wholesale price will rise by about 3p per pint. Washing up liquids and bleach could increase by about ½p in the shop. The increases have been justified by higher costs of labour and raw materials. In the case of Jeyes Fluid, an important ingredient, castor oil, has roughly trebled in price.

A casting for the motor industry is examined by Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry and Consumer Affairs, after he had opened new plant of Duport Foundries Ltd., Tipton, Staffs. The £280,000 mechanised plant has capacity for a further 100 tons a week of grey castings. With Mr. Emery are Mr. J. Grice, managing director, and, in the background, Mr. Leslie Taylor, Director (Exports), DTI West Midlands Region.

Yardley of London Ltd.: increases of 4.6 per cent on the wholesale prices of a range of perfumery, cosmetics and luxury soaps. The increases are due to increased costs of materials and of labour.

The Prestige Group Ltd.: increases in the prices of their range of non-electric carpet sweepers by a weighted average of 5.9 per cent mainly because of higher costs of materials and labour. At the wholesale level increases will vary between about 4.5 per cent and 7 per cent.

Reed Paper and Board (UK) Ltd.: an average increase of 8.3 per cent on current prices over their whole range of paper and board production (excluding newsprint) with effect from July 1. This is principally because of the increased cost of imported pulp.

Carrington Viyella: increases covering their garments making activities as follows:

Shirts	2.1 per cent average
General outerwear	2.5 per cent average

mainly because of increased costs of raw materials and labour.

The Glacier Metal Co. Ltd.: increases in the prices of plain bearings of 5.7 per cent across the range of these products on a weighted average basis. The increase is due to increased costs of labour and materials.

Sun Printers Ltd.: an average increase of 5.6 per cent in the prices charged for gravure and letterpress printing due to the higher costs of labour and materials.

Freightliners Ltd.: an average increase of 5.5 per cent in transport charges. The increase in charges to individual customers will vary according to the nature of the particular service. The increase was approved in accordance with the loss making provisions of the Code.

Animal feedingstuffs manufactured by Beecham Agricultural Products Ltd.: increases averaging 13 per cent over the range of products. They are due to the higher costs of imported and home produced raw materials, almost exclusively protein ingredients. The increases are effective inmmediately.

Burman and Sons Ltd. The Price Commission **were not satisfied** with the application as presented for a price increase of 5.68 per cent for steering gears and oil pumps and **have not approved** the application.

Research on and for small firms: a new reference book

IN November 1971, the Bolton Committee of Inquiry on Small Firms drew attention to the scope for research into the problems and circumstances of small firms, an area in which they felt there had been insufficient interest (Cmnd. 4811).

To stimulate more work in this field, the Department of Trade and Industry organised a small firms research competition in the spring of 1972. However, when comparing entries with information on research work already carried out or in progress, no comprehensive published register of this range of work could be found. It was accordingly decided to compile one and, subsequently, to extend it to cover those institutions prepared to apply their specialised experience and knowledge of such research work to the greater benefit of small firms.

The Register has now been published under the title: *Small Firms: Register of Research and Centres of Specialised Assistance.*

Welcoming the publication of the new reference work, Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development and Minister with special responsibility for small firms, said that he hoped that this book, following the very successful research competition, would further increase interest in small firms.

It should help those already active, or contemplating work, in the field of small firms research, as well as those working directly on their behalf, whether by providing a service, offering them direct assistance, promoting their education and training or influencing the physical, social and industrial environment in which small firms operate.

The book, compiled by the DTI from information supplied by academic institutions, business and training schools and Government Departments, is limited to establishments in the UK. Besides summarising current and recently completed research projects (by subject), it lists centres offering specialised assistance, with a short description of what is available in each case. It sets out to afford easy reference to research and advice on a wide range of subjects of interest to small firm management, covering activities as diverse as motor manufacturing and pony trekking.

Copies of the *Register* can be purchased direct from: Technology Reports Centre, Orpington, Kent, at a price of £1.25. Any general comments or inquiries should be addressed to: Small Firms Division, Department of Trade and Industry, Abell House, Westminster, London SW1P 4LN; telephone 01-834 4422, ext. 361 or 14.

Scottish petroleum director appointed

Mr. Christopher Chataway, Minister for Industrial Development, has appointed Mr. Thomas Bartlett Buyers as Director of the Scottish Petroleum Office. In answer to a written question in the House of Commons from Mr. J. Bruce-Gardyne, MP (South Angus) who asked the Secretary of State for Trade and Industry when he expects to announce the appointment of the Director of the Scottish Petroleum Office; Mr. Chataway said: 'I am pleased to announce that Mr. T. B. Buyers, at present Commissioning Manager for British Petroleum for the expansion project at Baglan Bay, has accepted this important post.'

The intention to set up a Scottish Petroleum Office in Glasgow as part of the Scottish Industrial Development Office, was announced by Mr. Peter Walker, Secretary of State for Trade and Industry earlier this year. The Scottish Petroleum Office and a branch of the DTI Petroleum Division will create an effective Scottish Centre for stimulating industrial development relating to offshore oil. This centre will work in the closest co-operation with the Scottish Office. A small staff which has been working on oil matters in Scotland will form the nucleus of Mr. Buyers' new office.

Mr. Buyers, 47, was educated at Edinburgh and Glasgow Academies. He graduated in Applied Chemistry in Glasgow University in 1946 and joined Shell Refining and Marketing Co. From 1951 Mr. Buyers held a series of senior positions in Plant Management at the Grangemouth Factory of BP Chemicals International Ltd. and was Assistant General Manager of a subsidiary company until he left in 1966 to become Technical Superintendent at the company's Baglan Bay Factory. After a period as Assistant Works Manager, Mr. Buyers was appointed Commissioning Manager for the major expansion project at Baglan Bay in January 1970.

It pays to unitise

IMMEDIATE annual cost savings of about £15 million could be achieved if all suitable loose general cargo currently passing through British ports were unitised—the assembly of smaller packages into larger cohesive loads with the use of pallets, cages and other equipment. This claim is made by the Economic Development Committee for the Movement of Exports in a two-part report designed to encourage the use of the unit-load principle where the use of box containers is impracticable (*Packing for Profit*, HMSO, £1.54 postage paid). The report was prepared by the National Materials Handling Centre at the request of the Port Traffic Working Group of the EDC and has been published by the National Economic Development Office.

It is estimated that each year there is more than 9 million tons of loose general cargo being exported through British ports which could be transported more economically and efficiently in unit loads. Cost reductions could be achieved in 'in house' storage, handling and labelling; port charges; shipping charges; packaging; insurance; and transport costs.

The report concerns itself only with break-bulk, or loose general, cargo and does not deal with cargo moved overseas in large international standard containers or by vehicle load. It is shown that a product can pass through up to 22 stages on its journey from the end of the factory production line to the premises of the consignee abroad when shipped in break-bulk form.

The first volume of *Packing for Profit* describes the financial and economic potentialities of unitisation as well as giving five actual case studies. The second volume contains details of the various unit load techniques, such as palletisation, strapping and shrink wrapping, plus a buyers' guide to the services and equipment available.

Price Commission: statistics of applications received and dealt with

FROM the beginning of Stage 2 up to June 15, the Price Commission dealt with 141 applications for price increases from pre-notifying firms. Of these, only 64—or well under half—were approved in full. Two were rejected. The remaining 75, well over half the total, were either approved in a reduced form (52 cases) or were withdrawn (23 cases) after scrutiny by the Commission. The number of applications outstanding was 268.

The majority of the approvals were given on the basis of the 'allowable costs' provisions of the Price and Pay Code, with four on the grounds of ensuring investment and seven where an enterprise was making a loss and allowed to increase prices to cover costs. Of the 116 applications approved 27 (including 13 for increases below 6 per cent) were from the food sector and 89 (including 50 for increases below 7 per cent) from other sectors.

As of June 15, the Commission offices in London including the two regional offices and the eight Regional Centres in Glasgow, Newcastle, Leeds, Manchester, Nottingham, Cardiff, Birmingham and Bristol, had received 19,162 telephone inquiries and 3,730 written inquiries seeking guidance about the terms of the Code and about certain price increases. Of these 7,698 consisted of inquiries about prices charged and in 207 cases a price reduction was voluntarily effected.

Guide to the work of the Pay Board

A BOOKLET on the work of the Pay Board has been sent to 370,000 employers throughout the country. Entitled, 'The Pay Board: A Guide to its Work', the booklet describes the Board's functions, services and powers and how it can help people on both sides of industry meet their obligations under the Counter-Inflation Act 1973 and the Pay Code.

It gives details about how employers should report pay settlements and keep pay records. It also has sections on the Board's advisory work and relations with the Price Commission.

Notes to the booklet set out the pay section of the Price and Pay Code; definitions given in statutory instruments; Parliamentary publications on pay aspects of the counter-inflation legislation; the terms of reference of the Board's study of pay anomalies and relativities; and addresses and telephone numbers of the Board's Regional Units.

Copies of the booklet may be obtained free of charge from the Pay Board's Information Centre at Cleland House, Page Street, London SW1P 4LW (tel: 01-828 7050); or from any of the Pay Board's Regional Units.

Lonrho Ltd.

SIR Geoffrey Howe, Minister for Trade and Consumer Affairs, made the following announcement on June 15:

'After consultation with officials of the Department of Trade and Industry, Mr. D. Garrett FCA has asked to withdraw from his position as an inspector into the affairs of Lonrho under Section 165 of the Companies Act 1948. I have agreed to this and hope to announce the name of his successor shortly.

'This conclusion has been reached in the light of recent comment on the position of his firm as auditors of Ashanti Goldfields Corporation Ltd. (a subsidiary of Lonrho Limited), which was nationalised by the Ghana Government late in 1972. Mr. Garrett entirely shared my appreciation of the need to avoid any criticisms of significant prior connection between the inspectors and any of the parties under investigation.'

Sir Geoffrey announced on June 19 that the Department of Trade and Industry has appointed Sir William Kenneth MacLeod Slimmings, CBE, chartered accountant, under the powers conferred by Section 165 (b) of the Companies Act 1948, to act as an inspector with Mr. Allan Heyman QC, to investigate the affairs of Lonrho Ltd., in place of Mr. Dennis Garrett, F.C.A.

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed mergers between the following enterprises:

Fitch Lovell Ltd. and Pricerite Ltd.

Pains-Wessex Ltd. (subsidiary of British Match Corporation Ltd.) and Schermuly Ltd. (subsidiary of Charterhouse Industries Ltd.)

The expanded polystyrene foam making interests of Venesta International-Vencel Ltd. and Monsanto Chemicals Ltd.

The Registrar of Business Names

THE room number of the Registrar of Business Names was incorrectly given in the June 21 issue of *Trade and Industry*. The correct number is Room 302, Pembroke House, 40/56 City Road, London EC1Y 2DN.

Appointment of Ports Order

UNDER Section 13 of the Customs and Excise Act 1952 the Commissioners of Customs and Excise have made an Order—The Appointment of Ports (Colchester, Faversham, London, Ramsgate and Rochester) Order 1973—which comes into effect on July 1, 1973.

This Order defines the limits of five ports in the area of the Thames Estuary for the purposes of customs and excise. The seaward limits of the customs port of London are extended to the limits defined in the Port of London (Extension of Seaward Limit) Act 1964. The Order also defines the limits of customs ports of Colchester, Faversham, Ramsgate and Rochester.

Copies of the Order (Statutory Instrument 1973 No. 1001) are available from Her Majesty's Stationery Office, price 8p.

A map which outlines the specified port areas is available for inspection on request to HM Customs and Excise (tel: 01-353 3255 ext. 6474).

SOUTH WEST OFFSHORE CONFERENCE

Copies of a transcript of the proceedings at this conference which was held in Torquay early in March, are being distributed to all delegates.

In view of the widespread interest in this publication, extra copies have been printed. These are available, price £2 each (cheque to be made payable to Department of Trade and Industry), and applications should be made to: Mr. G. Madden, Department of Trade and Industry, South West Regional Office, The Pithay, Bristol BS1 2PB.

Mandatory aircraft incident and defect reporting

THE Civil Aviation Authority has decided to develop a unified and comprehensive system for reporting aircraft incidents and defects. This system will be designed to secure adequate reporting and dissemination of reports, and the Authority will propose that the Air Navigation Order should be amended to make this mandatory to the full extent necessary to achieve these objectives. As soon as it has formulated outline proposals, the Authority will invite appropriate aviation interests to assist it to prepare a viable detailed scheme. Meanwhile further study will be made of systems used in other countries.

Flash point of marine fuels

A RELAXATION of Rule 80(1) of the Merchant Shipping (Passenger Ship Construction) Rules, 1965, and Rule 30(1) of the Merchant Shipping (Cargo Ship Construction and Survey) Rules, 1965, each of which requires oil fuel provided for use in boilers or machinery to have a flash point of not less than 150°F (closed test) was announced by the DTI on June 20. The minimum permitted flash point of such fuels has now been reduced to 140°F (closed test). This change has been effected by means of General Exemption Orders but appropriate amendments to the Rules will be introduced in due course.

'Small Craft Safety Month'

MR. Michael Heseltine, Minister for Aerospace and Shipping, inaugurated 'Small Craft Safety Month' when he opened a new Coastguard lookout at the Mumbles, near Swansea, on June 26.

After the opening a combined Coastguard-lifeboat exercise demonstrated the rescue of the crew of a small craft.

The purpose of the month is to encourage safe practices among users of small craft, and search and rescue organisations will stage displays at a number of points around the coast during the summer holiday peak.

Official appointments

MR. Peter Walker, Secretary of State for Trade and Industry has authorised the following appointments:

Mr. G. W. Heslett to be a part-time member of the Yorkshire Electricity Board.

Mr. A. Silberston to be reappointed as a part-time member of the British Steel Corporation for a further period of three years from August 10, 1973.

New director-general of NEDO

THE Chancellor of the Exchequer, after consultation with the CBI and the TUC, has appointed Mr. R. R. D. McIntosh, at present a Deputy Secretary at the Treasury, to be Director-General of the National Economic Development Office with effect from July 9.

PARLIAMENT

Supplementary questions and answers on the points in these pages are published in *Hansard*

FRIDAY, JUNE 15

Fuel facts

The quantity of fuels used for the generation of electricity by the public supply system in the United Kingdom in 1972 was given as follows:

	Million tons coal equivalent
Coal	65.6
Oil	31.6
Natural gas	2.2

In addition, the coal equivalent of nuclear generation was 10.5 million tons, including 1.6 million tons in respect of electricity purchased by the public supply system from outside sources.

The following figures (derived from the December 1972 issue of Overseas Trade Statistics of the UK) were given on how much coal, oil and natural gas, respectively, was imported into, and was exported from, the United Kingdom in 1972.

	Imports	Exports
	Thousand tons	
Coal	4,919	1,721
Petroleum, crude and partly refined	105,565	3,270
Petroleum products	20,516	15,835
Natural gas	581	Nil

The following information was given on how much coal, oil, natural gas, town gas and electricity, respectively, was used by domestic consumers and industrial consumers, other than the Electricity Generating Boards, in the United Kingdom in 1972, expressed on the basis of Tables 7 and 8 of the Department of Trade and Industry Digest of UK Energy Statistics, 1972.

	Original units of measurement		
	Unit	Domestic consumers	Industrial consumers*
Coal	Million tons	14.33	11.48
Oil	Million tons	3.42	26.75
Natural gas	Million therms	2,292	3,230
Town gas	Million therms	2,217	458
Electricity	TWh	86.72	73.58

	Heat supplied basis (million therms)	
	Domestic consumers	Industrial consumers*
Coal	4,209	3,047
Oil	1,523	11,383
Natural gas	2,292	3,230
Town gas	2,217	458
Electricity	2,960	2,511

* Iron and Steel and 'Other Industries'.

Definitions of the sectors are published in the Department of Trade and Industry Digest of United Kingdom Energy Statistics 1972.

Tons coal equivalent of coal, oil, nuclear fuel, natural gas and hydro-electricity, respectively, used in the United Kingdom in 1972 were given thus:

UK Inland energy consumption in 1972 (Primary fuel input basis)

	Million tons coal equivalent
Coal	120.9
Oil	157.6
Natural gas	36.7
Nuclear electricity	10.5
Hydro-electricity	2.0
Total	327.7

This and other information on energy statistics is now being published on a regular basis in *Trade and Industry*—see Volume 11 No. 8 dated May 24, 1973.

In 1972 536,000 tons of coal were used for gas making. In addition some 24,000 tons were used at gas works for other purposes.

Steel subsidies restrictions

Mr. Emery was asked what restrictions the EEC places upon the BSC or HMG in respect of subsidies or other financial support to keep British steel plants in production. He said that Article 4 of the Treaty of Paris which established the European Coal and Steel Community prohibits subsidies or aids granted by States. This does not, however, apply to regional aids available to industry.

Clydeside contracts

'I understand that during the past 10 years the Ministry of Defence have spent an average of about £12 million a year with Clydeside shipbuilding companies,' said Mr. Grant. 'This figure excludes possible minor expenditure by other Departments, details of which are not readily available.'

Unfunded projects

How many projects for which Government financial support has been solicited by industry in the last three years have not been funded because of a failure to agree on the terms and conditions of the levies to be paid to HMG on sales? asked a Member. Mr. Heseltine said that failure to agree about the terms and conditions of levies has never been the crucial reason why projects did not receive financial assistance.

Newsprint

A Member who argued that the shortage of newsprint in the United Kingdom and the breakdown of the rationing system operated by the Newspaper Publishers Association will result in no newsprint being made available to some smaller publishing companies by the end of August, and this will cause unemployment, asked the Secretary of State if he will now review the voluntary rationing system. Mr. Grant said: 'My information is that the arrangements made by the newspaper industry are working satisfactorily. Any newspaper in real difficulties should communicate with the UK Newsprint Users' Committee'.

Public expenditure

In reply to a Member who asked if the latest estimate could be given of how each £ of revenue from taxation was broken down proportionately between the main categories of public expenditure, the Chief Secretary to the Treasury, Mr. Patrick Jenkin, said: 'In 1973-74 the spending of each £ of public expenditure will be accounted for as follows:

	New pence
Social Security	18
Education and libraries	13
Health and personal social services	11
Defence Budget	11
Debt interest	8
Nationalised industries capital expenditure	7
Trade, industry and employment	6
Housing	5
Miscellaneous local services	5
Roads	4
Law and order	3
Agriculture, fisheries and forestry	2
Northern Ireland	2
Overseas aid	1
EEC and other overseas services	1
Surface transport	1
Financial administration	1
Common services	1

Ministers at the Department of Trade and Industry

Secretary of State for Trade and Industry: Mr. Peter Walker

Minister for Trade and Consumer Affairs: Sir Geoffrey Howe
Parliamentary Under-Secretary of State for Trade: Lord Limerick

Minister for Industrial Development: Mr. Christopher Chataway
Parliamentary Under-Secretary of State for Industrial Development: Mr. Anthony Grant

Minister for Aerospace and Shipping: Mr. Michael Heseltine
Parliamentary Under-Secretary of State for Aerospace and Shipping: Mr. Cranley Onslow

Minister for Industry: Mr. Tom Boardman
Parliamentary Under-Secretary of State for Industry and Consumer Affairs: Mr. Peter Emery

Minister without Portfolio: Lord Drumalbyn

PARLIAMENT
continued

Corrosion questions

The Secretary of State for Trade and Industry was asked: if he will make a statement on the progress of the standing committee, set up as a result of the recommendations contained in the original Hoar Report on Corrosion, of which the aim will be to create a greater awareness among manufacturers, users, designers, and educationalists, of the implications of the effects of corrosion; if he will make a statement on his discussions with the Road Research Laboratory, and the motor industry, on research projects to investigate the general problem of pitting ferrous materials used in the construction of vehicles; and what reports he has received from the Department of Automotive Manufacture at the Cranfield Institute of Technology's School of Automotive Studies on the relationship between design and manufacture of vehicles, in connection with problems of rust and corrosion and eventual potential re-cycling of the vehicle.

Mr. Grant replied: 'The Standing Committee on Corrosion had its first meeting on May 15 and agreed a number of steps aimed at creating a greater awareness of the importance of the subject. It will be meeting again on June 22 to prepare a five-year plan of action.

'The problem of pitting of ferrous materials used in vehicle construction is a long-standing one to which much attention has been given by the motor industry, the Transport and Road Research Laboratory, the National Physical Laboratory and other organisations. The Transport and Road Research Laboratory has developed a corrosion inhibitor which is now undergoing field trials to determine its suitability for use in vehicle under-body washing operations. This work is the responsibility of my Hon. Friend the Minister for Transport Industries but my Department is keeping in touch with progress. The Committee on Corrosion has a wide remit to consider all aspects of metallic corrosion, which will enable it to focus attention on this particular problem among others.

'The Department has not commissioned the work being carried out by the School of Automotive Studies on the relationship between design and manufacture of vehicles in connection with rust and corrosion. No reports have therefore been received but the work is understood to be still in the exploratory stage. The School is represented on the Committee on Corrosion and will have the opportunity of making its views known on this or any other aspect of the subject.'

MONDAY, JUNE 18

Price increases by nationalised industries

A Member asked Mr. Boardman about discussions with the managements of the nationalised coal, gas and electricity industries regarding the applications which those industries would submit to the Prices Commission for price increases. Mr. Boardman said: 'I have discussed with the Electricity Council the issues involved in an application by the industry to the Price Commission. The British Gas Corporation kept me fully informed of their intentions, but no issue arose requiring discussion. The NCB also kept me fully informed of their intentions but NCB prices for coal are not subject to the Code; there is no question therefore of an application.'

Export of coal to EEC countries

Asked if steps would be taken to ensure that the other countries within the EEC would import a large volume of British coal during the next few years, Mr. Boardman said: 'Our export opportunities will depend on the future competitive position of British coal. The National Coal Board have the full backing of HMG in their efforts to secure new outlets in Community countries.'

A question was also asked on the total quantity of coal exported in the first quarter of 1973 and the quantity exported to countries within the EEC during that period. 'Information is given under SITC(R) 321.4 in Table VI of the March 1973 issue of the *Overseas Trade Statistics*,' answered Sir Geoffrey Howe.

Steel production

Answering questions on the supply of steel, Mr. Boardman said: 'The British Steel Corporation is already doing all it can to meet the demand for steel.'

Mr. Boardman added: 'May I add that the whole House will, I know, be saddened by the sudden and tragic death of Lord Melchett who had played such an outstanding and courageous role in the British steel industry.'

Mr. Boardman told a Member who wanted to know the present levels of steel production in the UK, that crude steel production in the first five months of this year was 11.48 million tonnes compared with 10.14 million tonnes in the same period last year.

Asked what, on a national basis, was the extent to which the British Steel Corporation was failing to meet orders on time, Mr. Boardman said: 'No simple measure of the shortfall is possible. The Corporation informs me that a substantial number of orders have been delayed by interruptions to supply, stemming in part from two industrial disputes which are now resolved. The Corporation is doing all it can to remedy the shortfalls in delivery. And in the first five months of this year it exceeded by 13.2 per cent its production of crude steel over the comparable period of last year.'

Aerial spraying over Dartmoor

Mr. Onslow was asked how many applications had been received for aerial spraying of bracken and gorse in the Dartmoor National Park area; and whether the applications specified the chemicals to be used. He answered that exemptions from the relevant provisions of Article 37 of the Air Navigation Order 1972 issued by the Civil Aviation Authority to enable agricultural aviation operators to carry out aerial spraying were not related to specific areas or operations. Such exemptions prohibited the use of parathion in any form and certain other specified chemicals other than in granular form.

Regional employment premium

Mr. Chataway told a Member that talks with the CBI and the TUC on regional employment premium were proceeding: initial meetings had now been held with both the CBI and the TUC.

Scottish Economic Planning Department

Mr. Walker was asked what co-ordination would exist between the DTI and the new branch of the Scottish Economic Planning Department recently set up by the Scottish Office.

'There is a close liaison on all matters of common interest,' he replied. 'A special link now exists between Ministers in my Department and my Noble Friend, the Minister of State, Scottish Office, covering his North Sea responsibilities. My Department is represented on the task force of officials appointed to support him.'

Graphite industry

A Member asked if steps would be taken to maintain an adequate research and development organisation for the British graphite industry following the decision of British Acheson Electrodes Ltd. to transfer its research work to its parent company in the United States of America, the Union Carbide Corporation, in view of the dominant position of British Acheson Electrodes in the supply of graphite for nuclear power plants, arc furnace electrodes for the steel industry, and in the production of chlorine. Mr. Chataway answered: 'I am satisfied that the graphite industry are aware of the need for adequate research and development. I have no information to suggest that changes in the internal arrangements of British Acheson Electrodes Ltd. will adversely affect this.'

Lonrho

Sir Geoffrey Howe was asked if he would, as part of his investigation under the Companies Act into the affairs of Lonrho, also inquire into the ownership and activities of Nyaschere Copper Limited, linked to Lonrho through H.C.C. Investments Ltd. 'The Inspectors can for the purpose of investigating the affairs of Lonrho Ltd. also investigate the affairs of subsidiary companies,' he replied.

Sir Geoffrey was also asked if he would ensure that the investigation into the Lonrho affair would be in public, or that the full report be published. He answered: 'The investigation by Inspectors into the affairs of Lonrho Ltd. is being conducted under Section 165 of the Companies Act 1948 and takes place in private. As my Right Hon. Friend has indicated the reports of such investigations are normally published unless there are substantial reasons for not doing so, such as the risk of prejudicing court proceedings.'

BSA

In reply to a request for a further statement about BSA, Mr. Chataway said: 'Norton Villiers Triumph Ltd. has offered to acquire the whole of the issue share capital of the Birmingham Small Arms Co. Ltd. on terms which were set out in my Written Answer to my Hon. Friend the Member for Norwich South on June 11.

'I wish, however, to correct an error in the official report of that answer and confirm that the Department's preference share holding will carry a right to dividend from August 1 and not May 1, 1976'.

Debt collecting firms

Sir Geoffrey Howe, when asked if legislation would be introduced to improve control over the methods adopted by debt collecting firms, replied: 'I intend to include in the proposed consumer credit Bill provisions subjecting debt collecting firms in the consumer field to a licensing system, with licences being granted on condition that a code of business conduct laid down by regulation is observed by them.'

Sir Geoffrey was also asked if powers would be sought to require that copies of letters sent out by debt collecting firms to debtors be sent to his department for scrutiny. 'The licensing powers which I intend to seek should be sufficient to prevent abuses in this field,' he answered.

Structure for industry

In reply to a question on representations received on the issue of managerial and supervisory boards as part of the revised structure for British industry, said that he had received observations on the idea of a two-tier board from a number of individuals and organisations.

Company law

Mr. Walker told a Member who asked whether, in his forthcoming legislation on the reform of company law, he would consider taking powers to publish a code of practice in relation to directors' expenses.'I am considering questions of directors' responsibilities in my review of company law.'

Another Member asked if legislation would be introduced to make it necessary for public companies to indicate in their annual reports which individuals received from them either more than £10,000 per annum or benefits of value in excess of £10,000 per annum; and how much was paid for these purposes for each person concerned. Sir Geoffrey Howe said: 'I am at present reviewing the disclosure requirements of the Companies Acts.'

Rolls-Royce Ltd.

Mr. Walker told a Member who asked if the inquiry into the collapse of Rolls-Royce Ltd. under Section 165 of the Companies Act 1948 had been completed, that the Inspectors had now submitted their report and it was being considered.

Chrysler Corporation

A Member asked Mr. Chataway if he was satisfied that the Chrysler Corporation would continue to honour in full the remaining seven out of the eight guarantees given by them in 1967 in regard to Chrysler UK; and if he would now seek written confirmation from the corporation that these guarantees would be upheld. 'The Chrysler Corporation confirmed, as recently as December 1972, that the undertakings given in 1967, where still applicable, remained in force,' replied Mr. Chataway.

Fair Trading Bill

Replying to a suggestion that legislation should be introduced to provide that manufacturers' guarantees made clear to purchasers that their rights at Common Law were not prejudiced by signing a guarantee registration document, Sir Geoffrey Howe said: 'The Fair Trading Bill will provide powers to protect consumers if the issuing of deceptive guarantees should become a widespread practice.'

Manufacturing output of British industry

An estimate was asked for of the total manufacturing output within the United Kingdom of the first 25 of the 100 leading British companies as listed in the Times List of Industries; and of this output what proportion was exported. 'The net output in 1970 of the 25 largest manufacturing companies in the 'Times 1,000' list was about £3¼ thousand million and accounted for about 20 per cent of the total net output in manufacturing,' Sir Geoffrey answered. 'The same companies accounted for about 24 per cent of exports.'

Trade with Zaire

A question was asked on the number of British companies operating in Zaire; the total British investment in that country; and how it compared with that of Japan. Sir Geoffrey Howe answered that, according to his information, some 20 British companies were operating in Zaire through subsidiary or associated companies. The book value of the investments of these companies in Zaire had been estimated at about £25 million. A comparable figure for investments by Japanese companies was thought to be of the order of £18-20 millions.

Investment in France, Benelux and Federal Republic

Asked for the total of British funds invested in land and property development in France, Benelux and the Federal Republic in each of the past four years, Sir Geoffrey Howe said: 'I do not have these figures; but most such investment has been financed by foreign currency borrowing.'

Common Market shipping policy

Mr. Onslow was asked what discussions had taken place with Norway concerning a Common Market shipping policy. 'None, Sir,' he replied. 'But representatives of the United Kingdom and Norway participate regularly in discussions on shipping policy questions in several intergovernmental organisations.'

Nuclear power corporation

Mr. Boardman told a Member who asked whether the new nuclear company had been formed and if not when it was proposed to do so, that the legal formalities should be completed soon.

In answer to another question, to what firms the 35 per cent holding had been allocated; and what was the percentage equity granted in each case, Mr. Boardman said: 'The companies to be invited to subscribe and the conditions of shareholding are under consideration at present. Subject to decisions on certain legal and other matters, the necessary steps on the offer should be taken in the near future.' Asked when it was proposed to allocate the first contract to the new corporation and whether the House would be advised of the reactor choice before a firm contract was negotiated, Mr. Boardman said: 'Proposals on the timing and type of the next orders for nuclear stations within this country are a matter for the electricity supply authorities. The Government's views will be made known appropriately before firm contracts are placed.'

Common energy policy

The following statement was made by Mr. Peter Walker in reply to a question on discussions between his department and European Governments regarding a common energy policy: 'The Government maintains close contact with our European partners on energy matters, both through EEC institutions and bilaterally. On May 22, as my Rt. Hon. Friend the Chancellor of the Duchy reported to the House on the 23rd, the Council of Ministers considered a range of energy policy issues. My Hon. Friend the Minister for Industry attended the meeting. Certain specific items were agreed, and the Commission was invited to come forward with further proposals on other matters by the end of the year.'

Low cost energy from coal

Mr. Boardman was asked, what amount of money the Government had spent, over each of the past three years, on a national research programme for the development of low cost energy from coal; and if he would make a statement on the kind of co-operation taking place between the United Kingdom and other countries on this type of research. Mr. Boardman answered: 'None. The primary responsibility for research in this field rests with the National Coal Board, although my Right Hon. Friend the Secretary of State has a statutory responsibility to approve the general lines of the Board's research activities. Almost the whole of the Board's research and development programme, which amounts to £5.3 million in the current year, is aimed at mining coal at the lowest possible cost and increasing its competitiveness as an energy source. There are also a number of proposals for collaborative research being processed through the European Coal and Steel Community machinery with a view to attracting support from Community funds. The Board is also continuing to co-operate with the USA on a very substantial basis.'

Prices

Sir Geoffrey Howe was asked to list the number of prices for which the Secretary of State had responsibility that had been reduced in the last three years. He said: 'Before the Standstill on pay and prices the Government had no power to control prices but the nationalised industries co-operated fully in the CBI voluntary price restraint. Since the beginning of Stage 1 action by the Prices Units and the Weights and Measures Inspectors and the Price Commission has led to over 10,000 price reductions.'

In answer to a question on the number of complaints of overcharging he received and investigated during the freeze; and in how many cases the outcome was a reduction in price, Sir Geoffrey said: 'My Department received some 13,600 complaints during the standstill about price increases other than those said to result from VAT. 7,429 cases were investigated, many covering more than one complaint. The great majority were found to be not substantiated or were outside the provisions of the standstill. In 609 cases firms agreed to make price reductions, often on a range of goods.

'These figures exclude standstill prices reductions secured by the Minister of Agriculture, Fisheries and Food and by the Weights and Measures Inspectors in connection with the introduction of VAT.'

Trade with Japan

Sir Geoffrey Howe answered several questions on trade with Japan. He gave the following information on the export of cars to Japan in each of the past five years, and how the British performance compared with that of the Federal Republic of Germany.

	United Kingdom		Federal Republic of Germany	
	Number	£'000	Number	£'000
1968	1,685	1,171	6,596	4,715
1969	1,712	1,262	8,964	6,311
1970	1,776	1,465	9,560	8,074
1971	1,561	1,476	10,848	8,678
1972	1,344	1,527	16,738	15,859

On a question about the total of British investment in Japan in each of the past five years, Sir Geoffrey said that the amounts of private direct British investment in Japan, excluding oil, during each of the last five years for which statistics had been compiled were as follows:

(£ million)

1967	1968	1969	1970	1971
2.1	1.2	1.5	3.0	9.0

The book values of these investments, excluding oil, banking and insurance, at the end of 1968 amounted to £11.0 million, and by the end of 1971 was probably about £25 million.

Asked to state the total of Japanese investment in the UK and the percentage thereof attributable to Japanese banks operating either alone or in consortia, Sir Geoffrey said: 'The only information I have relates to the book value of Japanese private direct investment in the United Kingdom, other than oil, banking and insurance which at the end of 1968 amounted to £1.7 million and by the end of 1971 was probably about £14 million. I regret that the information requested in the second part of the question is not available.'

Sir Geoffrey was also asked how many British companies had (a) 25 per cent and under, (b) 50 per cent and under, and (c) 100 per cent interest in Japanese companies and (d) loan stock or bond holdings in Japanese companies without an equity holding. 'The only information I have is for the end of 1968, and relates to the book value of British direct investments in Japan,' Sir Geoffrey replied. 'It does not cover oil, banking or insurance, British companies

(*continued on next page*)

PARLIAMENT
continued

whose overseas investments throughout the world amount to less than £½ million, or investments in loan stock or bond holdings. The number of Japanese companies in which British direct investments were recorded were:

	Extent of interest	Number
Branches	100 per cent	5
Subsidiaries	Usually 51-100 per cent	31
Trade investments	1-50 per cent	6

In answer to a request for a breakdown of British invisible trade with Japan, Sir Geoffrey said that the Bank of Japan had published the following estimate of UK/Japanese transactions on services account in 1971 (in US $ million):

Japanese Current Balance of Payments in 1971.
Services Transactions with the UK

$ million

	Credits (To Japan)	Debits (To Japan)	Net balance (To Japan)
Transportation	164	424	−260
Insurance	143	172	− 29
Travel	5	29	− 24
Investment Income	35	143	−108
Government Services	0	2	− 2
Others	40	109	− 69
Total	387	879	−492

Mr. Boardman answered a question on Government policy towards the investment of Japanese capital in North Sea developments. He said: 'No Japanese companies have so far applied for licence rights on the UK Continental Shelf. Should any do so in the future I would treat the application on its merits.'

Mr. Chataway answered a suggestion that the Government should sponsor a delegation to Japan, to interest Japanese capital in industrial projects in the UK, comparable to that recently sponsored by the United States Government in Tokyo for the investment of Japanese private funds in further projects in the United States. He said: 'My Department plans to take part in a seminar in September being organised by the Japan Industrial Location Centre. In addition, I hope to visit Japan later in the year.'

Trade with Canada

A Member asked Mr. Walker what was the total of British direct and portfolio investment in Canada; what were the industrial categories covered by direct investment; and if he would make a statement on the prospects for further British investment in Canada due to recent legislation in that country. Mr. Walker answered: 'The book value of private direct investments in Canada, other than in oil, banking and insurance, was probably close to £800 million at the end of 1971; corresponding information is not available for portfolio investment. The direct investment is widely spread among different industries, with substantial holding in mining, tobacco, chemicals, engineering, paper, rubber and wholesale distribution. I am convinced that a continued high level of UK investment in Canada will be to the great benefit of both countries, and have expressed to the Canadian Ministry for Industry, Trade and Commerce and to other Canadian Ministers my concern that the legislation now under consideration by the Canadian Parliament should not create any impediment to this healthy development, to the disadvantage of Canada as well as the UK.'

Another question concerned the position of British preferences in Canada and the prospects for their continuance, particularly the duty-free entry for British cars. Sir Geoffrey Howe replied that Canada had no remaining obligations to maintain preferences for British goods. The future of individual preferences and the extent to which these might be eliminated either by reduction in mfn rates or by raising preferential rates were for the Canadians to decide. The Canadian authorities had not indicated how they intended to proceed in this matter. They had given no reason to expect the immediate elimination of all the preferences.

Trade with the Commonwealth

A Member asked if the Secretary of State would use his best endeavours to ensure that any effect on the trading interests of the UK's partners in the Commonwealth, particularly New Zealand, Australia and Canada, was minimised in the projected GATT negotiations due to be initiated in September, and if he would take steps to safeguard the legitimate trading interests of Canada in agricultural products in the interests of both the UK and Canada in the coming GATT negotiations.

'The forthcoming GATT negotiations will be multilateral with participation open to GATT member countries and to any developing country,' answered Sir Geoffrey Howe. 'All Commonwealth countries, including New Zealand, Australia and Canada, will thus be able to take part in these negotiations which I fully expect to be held on the basis of mutual advantage and to benefit the trade of all countries taking part.'

Industrial development

Mr. Grant answered questions on industrial development in Scotland, Hartlepool and Teesside, Bala and Blaenau Festiniog.

Motor car production

The following information was given by Mr. Grant in reply to several on the production and exports of the foreign-owned motor companies with production facilities in the UK in 1971, 1972 and the first four months of 1973.

Traffic control in the English Channel

Asked if he was satisfied with the traffic control arrangements in the English Channel, Mr. Onslow said: 'These have been and will be further improved. Last week agreement was reached with the French Government to set up a joint group of officials to co-ordinate planning for a Channel navigation information service and surveillance by radar and other means. A meeting of technical experts will be held next week and the group will hold its first meeting next month.'

Concorde

Mr. Onslow told a Member who asked whether the production agreement for Concorde was on the same 50/50 basis with the French Government as the original construction agreement; and how much in total had been spent by each Government so far, that production was covered by the principle of equal sharing in the 1962 Treaty. The British Government had so far advanced £62 million in respect of production, and it was understood that production expenditure by the French Government was at a similar level.

A question was put on the cost to public funds of the attempt to sell Concorde, including sales teams, travelling, market research, Press and public relations and advertising. Mr. Heseltine said: 'Apart from the cost of the Far East demonstration tour by Concorde in June 1972, which was part of the development programme financed directly by the British and French Governments, the costs of the general sales campaign is included in the manufacturers' general overheads.'

He was also asked at what point the original agreement for the construction and testing of Concorde was replaced by a production agreement; and if its terms were published at the time. 'The 1962 Agreement provides for the development and production of Concorde,' he answered. 'There is no separate agreement on production.'

Stating that both the TU 144 and Concorde, at low speeds, flew on the back side of the drag

TABLE A

Production and Exports of Passenger Cars and Commercial Vehicles by the major foreign owned producers in the UK

		1971	1972	1973 (Jan-March)
Passenger cars				
Total production	000's	847	995	239
Increase over previous year	%	+0.4	+12.5	−1.5 (a)
Production for export	000's	326	(b)	(b)
Increase over previous year	%	−7.3	(b)	(b)
Commercial vehicles				
Total production	000's	273	259	69
Increase over previous year	%	−0.5	−5.2	+19.9 (a)
Production for export	000's	114	(b)	(b)
Increase over previous year	%	−2.0	(b)	(b)

(a) Comparison is with the first quarter of 1971
(b) Not available
Source: Society of Motor Manufacturers and Traders

TABLE B

Total Sales and Exports by Value (a) of the major foreign owned Car and Commercial Vehicles producers in the UK

		1971	1972
Total sales (b)	£m	1,116	1,346
Increase over previous year	%	+14.5	+20.6
Of which:			
Export sales	£m	428	399
Increase over previous year	%	+17.7	−6.8

(a) The values of total sales and exports in Table B are partly estimated and include all products of the companies concerned and are therefore wider in coverage than those of Table A.
(b) Total sales include contributions from some overseas branches and subsidiaries.
Source: Annual company reports

curve, a Member asked Mr. Heseltine if he would require special safety tests to be carried out. Mr. Heseltine said: 'No. Flight tests already undertaken have established the drag characteristics of Concorde and demonstrated its ability to meet the safety requirements at low speeds. The Certification authorities have been fully associated with this work.'

Sea Horse marine engine

'My Department is in touch with the company concerned about this project,' said Mr. Chataway, when asked about discussions about the Sea Horse marine engine since last December.

Investment grants for ships

Mr. Grant, in reply to a question on the expenditure on investment grants to firms for the purchase of ships in each of the past 10 years in the United Kingdom and on Clydeside, respectively, said: 'Annual figures of Investment Grants paid towards the cost of provision of new ships under Section 5 of the Industrial Development Act 1966 in the initial year 1967-68 and later years to 1971-72 are published in the Annual Reports made under the Act. The figure for 1972-73 was £99 million. Separate figures for ships built in the UK or on Clydeside are not available.'

Industrial development certificates

Mr. Chataway was asked to make a statement on the Government's policy towards applications for natural expansion of firms and industries in places outside the assisted areas. 'Industrial Development Certificates are generally approved for projects with strong local ties and modernisation schemes involving some increase in employment,' he said.

Concorde

Mr. Onslow was asked how many more supersonic trial flights by Concorde would take place down the West Coast route. He said: 'It is not possible to give a precise estimate; this will depend on the progress made in the flight development programme. 50 flights were envisaged when the West Coast route was announced and 25 have taken place so far.'

TUESDAY, JUNE 19

Coal production and consumption

Mr. Emery was asked how many tons of coal had been produced and consumed, over each of the past four years in the United Kingdom; and what were the estimates for 1973-74 and 1974-75, respectively. He answered that United Kingdom statistics for the past four years were as follows:

	Coal production (millions tons)	Coal consumption (million tons)
1969/70	150.1	159.1
1970/71	145.1	148.3
1971/72	122.5	126.4
1972/73	140.5	128.1

'The National Coal Board expect production to be within the range 130 million to 140 million tons in 1973/74 and 120 million to 130 million tons in 1974-75. Consumption this year is expected to be at a similar level to production but some increase in stocks is expected. At this stage no estimate is available for consumption in 1974-75.'

Waste paper

A Member asked what was the supply position of waste paper as a raw material for the paper and board industry; and what steps were being taken to encourage its recovery. Mr. Grant said: 'I understand that waste paper supplies are adequate at present although there may be difficulties in the next few months. We shall keep the situation under review, although in general this market is satisfactorily governed by commercial forces. I hope that local authorities will engage in the collection of waste paper if they are satisfied that the operation is economically viable.'

Imports of footwear

Mr. Grant was questioned about discussions with the British Footwear Manufacturers Federation on the effects of the liberalisation of quantitative controls on Czechoslovak exports to the UK, particularly in respect of footwear. Mr. Grant replied: 'My Department and the British Footwear Manufacturers Federation keep in close touch about matters of concern to the footwear industry and discussions have recently been taking place about imports from a number of supplying countries, including Czechoslovakia.

Industrial Reorganisation Corporation

Mr. Chataway was asked to make a further statement about the position of the investments transferred from the Industrial Reorganisation Corporation. He answered that the list of holdings as at April 1, 1973 was given below. A separate heading showed the investments disposed of during the period since October 1, 1972. No advances against outstanding commitments were made during this period.

Industrial Reorganisation Corporation investments transferred to the Secretary of State for Trade and Industry. Holding at April 1, 1973

Loans		
British Leyland Motor Corporation Ltd.	£10,000,000	Unsecured Loan
Clarke Chapman-John Thompson Ltd.	£3,500,000	Unsecured Loan
Herbert-Ingersoll Ltd. (In Receivership)	£237,000	Unsecured Loan
Marwin Holdings Ltd.	£750,000	Unsecured Loan
Nuclear Enterprises Ltd.	£500,000	Unsecured Loan
Samuel-Osborn Co. Ltd.	£1,750,000	Secured Loan
Loans convertible into equity		
Marwin Holdings Ltd.	£750,000	8% Convertible Loan
Rolls-Royce Ltd. (In Liquidation)	£8,500,000	Unsecured Convertible Loan
Equity and preference shares	*Cost*	
British Nuclear Design and Construction Ltd. 260,000 ordinary shares of £1	£260,000	
Brown Bayley Ltd. 2,400,000 ordinary shares of £1	See Note (1)	
George Kent Ltd. 3,017,577 ordinary shares of 50p 1,244,180 deferred ordinary shares of 50p	£ 6,504,861	
Herbert-Ingersoll Ltd. (In Receivership) 36,750 'B' ordinary shares of £1	£ 257,250	
Kearney and Trecker Ltd. 300,000 redeemable convertible third preference shares of £1	£ 300,000	
Nuclear Enterprises Ltd. 7,353 'B' ordinary shares of £1	£ 100,000	

Notes
(1) The following investments are held by Brown Bayley Ltd.: Brown Bayley Steels Ltd. 2,404,000 shares of 50p £1,470,453

Changes during the period October 1, 1972 to March 31, 1973

Investments disposed of

Loans		
British Leyland Motor Corporation Ltd.	£5,000,000	Unsecured Loan
Clarke Chapman-John Thompson Ltd.	£1,500,000	Unsecured Loan (Part)
Harwood Cash and Co. Ltd.	£1,200,000	Secured Loan
Equity and preference shares	*Cost*	
Herbert-Ingersoll Ltd. (In Receivership) 38,250 'A' ordinary shares of £1	£267,750	

WEDNESDAY, JUNE 20

Slater Walker and Hill Samuel

In reply to a request for a statement on the cancellation of the plans to bring about a merger between Slater Walker and Hill Samuel, Sir Geoffrey Howe said that he had earlier reached the view that the proposed merger did not raise issues which required investigation and report by

(*continued on next page*)

King & Co

Chartered Surveyors
1 Snow Hill, London, EC1
Telephone 01-236 3000 Telex 885485
Manchester · Leeds · Brussels

Industrial and commercial property

PARLIAMENT
continued

the Monopolies Commission and subsequent events had not altered his view. 'As the House will know the parties yesterday announced their intention not to proceed with the merger,' Sir Geoffrey added.

Architects and surveyors' fees

Sir Geoffrey Howe was asked to state the full terms of the reference to the Monopolies Commission of the regulation of charges by scale fees on the part of architects and surveyors. 'I expect to publish the references shortly when my Department has concluded its discussions about their precise terms with the professional organisations concerned,' he answered.

Maplin Sands

A Member inquired what proportion of the estimated cost of £175 million for the reclamation of the Maplin Sands was attributable to reclaiming land for the proposed airport; and what was the estimated total cost of the airport to the British Airports Authority and the income expected per year after five years of airport operation. Mr. Onslow answered: 'The attribution of the reclamation costs will be subject to a formula to be determined by the Secretary of State for the Environment after the Maplin Development Bill becomes law. A rough estimate indicates that about £115 million of the estimated £175 million may represent expenditure on airport land. No estimate of total British Airports Authority costs can be made at this stage as additional costs will be incurred throughout the life of the airport. No estimate can yet be made of BAA's income as this will depend on decisions yet to be taken on services at Maplin and pricing policy; but we are determined that over time the airport will not be a burden on the taxpayer.'

Aircraft noise

In reply to an inquiry about technical information available to the DTI on the limits to the reduction of aircraft noise, Mr. Onslow said: 'There may be physical limits to the reductions that can be achieved in aircraft noise from engine and aerodynamic sources. As engines become quieter airframe noise becomes more significant. Limited information on some existing large jet transport aircraft indicates that on the landing approach the noise level of the airframe alone is about 8-10 EPNdB below the level measured with engines running. The full extent to which aerodynamic noise may be reduced in future designs is not yet known and my Department is supporting research directed towards better understanding of the problem.'

Waste reclamation

Mr. Grant was asked if the Secretary of State would sponsor and finance a research programme to discover and develop uses for waste materials. He answered that Warren Spring Laboratory was already engaged in such studies. The reclamation industry had been invited to submit specific research and development proposals to the DTI.

British Steel Corporation

Mr. Boardman, asked to ensure that there was no reduction in the capital investment of the British Steel Corporation over the next 10 years and in particular over the next two years, said: 'The 10 year development programme planned by the British Steel Corporation is to go ahead. The Chancellor's recent announcement about public expenditure reductions will affect the Corporation's capital expenditure over the next two years, but it is not intended that these reductions should impair the progress of the development strategy.'

Coal

Referring to the level of stocks of coal at pit heads and at power stations, a Member asked if consideration would be given to issuing a general direction to the CEGB to halt the conversion of coal-fired power stations to oil, to re-convert those which have dual-firing equipment back to coal, and to build more coal-fired stations. 'I keep energy policy under continuous review,' said Mr. Boardman. 'The availability of coal is only one of many factors affecting the fuelling of power stations. The present level of coal stocks does not justify the fundamental changes suggested by the right hon. Member.'

Mr. Boardman said in reply to a request to ban imports of coal from all non-EEC countries: 'No. Imports are currently at the rate of only about 2 million tons a year, and about half consist of qualities of coking coal not available from British mines.'

Comparison of British and Japanese firms

A Member asked Sir Geoffrey Howe to compare the size of Great Britain's five largest companies with that of the five leading Japanese enterprises, giving the number of people employed in each case, capital structure, profitability and gross sales. Sir Geoffrey said: 'A true size comparison cannot be made principally because Japanese company accounts are not fully consolidated. The most recent data available to me are given below, for the largest companies in terms of turnover. The full range of information requested is available only for Japanese industrial companies; turnover figures are also given for the five largest Japanese trading companies.'

UNITED KINGDOM COMPANY GROUPS

Data are for the year ending December 31, 1971, except for British American Tobacco for which the figures relate to the year ending September 30, 1971.

	Turnover (a)	Profit after tax	Capital employed (b)	Number of employees in UK
	£ million			
British Petroleum	3,153	154	2,027	28,000
Shell Transport and Trading	2,923(c)	163	2,200(c)	32,000(d)
British American Tobacco	1,847	84	834	20,000
Imperial Chemical Industries	1,524	96	1,852	137,000
Unilever	1,357	40	581	89,000

(a) Including the turnover of overseas subsidiaries.
(b) Tangible assets net of depreciation less current liabilities and sundry provisions (other than bank loans and overdrafts and future tax).
(c) 40 per cent of figure for Royal Dutch Shell Group.
(d) Figure for all companies of the Shell group, including Shell Mex and BP.

JAPANESE INDUSTRIAL COMPANIES (excluding trading, banking and insurance)

Data are for years ending between April 1, 1971 and March 31, 1972; they are based on the dollar figures published in 'The President Directory', converted to sterling at average rates of exchange in 1971, or at the rate of exchange at December 31, 1971.

	Turnover	Profit after tax	Capital employed (e)	Number of employees
	£ million			
Nippon Steel	1,627	21	2,679	88,000
Toyota Motor	1,363	50	646	41,000
Nissan Motor	1,304	45	1,129	48,000
Hitachi	1,040	28	1,279	97,000
Matsushita Electrical Industrial	995	54	654	46,000

(e) Stockholders' equity plus borrowed capital.

JAPANESE TRADING COMPANIES

Data are for years ending between April 1, 1971 and March 31, 1972; they are based on figures expressed in yen published in the Japan Economic Journal of May 23, 1972, converted to sterling at the average rate of exchange in 1971.

	Turnover £ million
Mitsubishi Corporation	6,138
Mitsui and Co.	5,853
Marubeni Corporation	3,662
C. Itoh and Co.	3,358
Sumitomo Shoji	2,696

to advertise in

TRADE AND INDUSTRY

telephone

01-248 9876 ext 6147/8

FACING MATTER: £64.00 per page and pro rata to ⅛ page

Colour (cover pages II, III and IV):
black plus second colour, blue, as used on cover page 1 — £ 85.00
black plus two colours, including blue, as used on cover page 1 — £ 95.00
black plus three colours — £105.00
Centre 4 pages by arrangement

rate card from
HMSO (P3)
Room D92
Atlantic House
Holborn Viaduct
London EC1P 1BN

GOVERNMENT SALES

DEPARTMENT OF TRADE AND INDUSTRY

Ship for Sale

Offers are invited for the purchase of the undermentioned tug 'as lying' at Pembroke Dock, South Wales.

'CAREFUL' Steel, built 1946. GT 831. NT 182. Length (BP) 165 ft. Breadth (mld) 34 ft. Depth (mld) 18 ft. 6 in. Light Displacement 870 tons. Engine: Twin screw, oil-fired, steam reciprocating, triple expansion, by A. Hall and Co. Ltd., Aberdeen. IHP 3,000.

Copies of form of purchase agreement, further particulars, plan and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND. Tel: 01-222 7060 ext. 26.

Offers should be addressed to the Department of Trade and Industry, Room 43 at the above address in envelopes clearly marked 'Offer to Purchase "CAREFUL" ' and must be received not later than *noon* on July 12, 1973.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.

MINISTRY OF DEFENCE

July 4/5, 1973 Miscellaneous Vehicles and Plant

Location: Ordnance Storage and Disposal Depot RAOC, Ruddington, Nottingham

Auctioneers: Walker Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham (Tel: 0602-54272)

Over 1,000 vehicles including saloon cars; estates; limousines; trucks; vans; large quantity of Landrovers; pick-up trucks; tippers; refuellers; cranes; plant; coaches; ambulances; fork lift trucks; motor cycles; trailers; etc.

July 10, 1973 Miscellaneous Stores

Location: Central Ordnance Depot, Bicester, Oxon

Auctioneers: Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon OX6 7AL (Tel: 08692-2073)

Approximately 800 lots of miscellaneous stores, including furniture; kitchen and household utensils; clothing; a quantity of khaki greatcoats; trouser liners; a quantity of Commando boots; plastic insoles; oscillators; switches; electrical cable; groundsheets; tyres; camping equipment; machine and hand tools; wrist watches; wireless receivers; garage 11 ft. × 8 ft. 6 in.; electric hand pumps; scrap metal and textiles; vehicles including four Bedford Fire Tenders, etc.

July 25, 1973 Miscellaneous Stores

Location: Regional Depot RAOC, Moreton-on-Lugg, Hereford HR4 8DS

Auctioneers: Russell Baldwin & Bright (Dept. L), 20/21 King Street, Hereford HR4 9DB (Tel: 0432-55441)

Miscellaneous stores including clothing; canvas; mixed rags; kitchen utensils; furniture; MT spares; electrical photographic and wireless spares; fork lift trucks; generators, etc.

August 8, 1973 Miscellaneous Stores

Location: Auctioneer's premises

Auctioneers: Woolland Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth PL1 2DQ (Tel: 0752-69292)

Miscellaneous stores including clothing; textiles; mixed rags; tentage; furniture; kitchen equipment; lamps; lanterns; clocks and watches; binoculars; telescopes; clocks; electrical spares and instruments; batteries and tyres; machine and hand tools, etc.

Catalogues for the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale.

DEPARTMENT OF THE ENVIRONMENT

July 3, 1973

Location: Department of the Environment, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex (Tel: 01-903 2508)

Auctioneers: Messrs. Fuller, Horsey, Sons and Cassell, 52 Bow Lane, London EC4M 9ET (Tel: 01-248 7954)

Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.

Catalogue: direct from auctioneer, price 10p each.

Bankruptcy records for England and Wales

Details of bankruptcies in England and Wales are maintained in a public search room at Room 901, Thomas More Building, Royal Courts of Justice, Strand, London, WC2A 2JY.

Searches can be made personally or by an agent and a fee of 25p in respect of each bankruptcy inquiry is payable at the time.

For All Plant or Machinery (Secondhand) Quarry, Grinding, Screening, Conveying, Fans 'Blowers', Motors, Gearboxes, Pumps.

You name it, We have got It at:

Walker & Partners Limited,
Inkersall Road Estate,
Staveley, Nr. Chesterfield,
Derbyshire.
Tel. Staveley 2147
Telex. Chamcom Sheffield 54208

TYRES
and
Graded Waste Rubber and raw materials for the Rubber Industry
World Wide Exporters

WILLIAM TYZACK
FIRST AVENUE
EDMONTON, LONDON, N.18
TEL: 01-807 2150

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure: Total	Fixed capital expenditure: of which: Manufacturing industry	Fixed capital expenditure: of which: Distributive and service industries	Changes in stocks: Total	Changes in stocks: of which: Manufacturing industry	Changes in stocks: of which: Wholesalers	Changes in stocks: of which: Retailers	Balance of payments: Current balance	Balance of payments: Visible balance	Balance of payments: Invisible balance
	at 1963 prices		at 1963 prices			at 1963 prices				at current prices		
Base of index	1963	1963	1963	1963	1963							
£m in base year	26,853	20,130	4,994	1,083	1,012	series in £ million				series in £ million		
1968	117	113	139	132	145	161	23	75	41	−271	−648	377
1969	119	113	138	140	150	342	232	26	27	444	−143	587
1970	121	116	142	150	168	266	214	42	13	681	12	669
1971	123	119	141	140	165	48	−153	−4	36	1,051	317	734
1972	126			125 p	178 p	−331	−365	−4	−28	37	−692	729
1970 4th qtr	123	118	144	157	174	82	72	23	15	228	60	168
1971 1st qtr	121	116	140	144	156	95	41	−1	−44	130	−62	192
2nd qtr	123	119	141	140	168	−61	−114	11	38	301	118	183
3rd qtr	124	120	141	140	168	−28	−59	−9	6	360	181	179
4th qtr	125	122	142	134	167	42	−21	−6	36	260	80	180
1972 1st qtr	122	123	145	137	167	−146	−110	−6	−29	61	−122	183
2nd qtr	126	126	144	122	185	−90	−142	−5	31	116	−53	169
3rd qtr	126	128	141	122	175	−95	−114	4	−24	−104	−284	180
4th qtr	130			121 p	183 p	0	1	11	−6	− 36	−233	197
1973 1st qtr										−189 p	−363 p	174 p
% change latest 2 quarters:												
on prev. 2 quarters	+3.2	+3.6	−0.6	−6.2	+1.7							
on a year earlier	+3.0	+6.1	+0.9	−11.3	+6.9							

	Index of industrial production: Total all industries	Index of industrial production: Total manufacturing industries	Personal expenditure: Retail sales	Personal expenditure: Cars: new registrations	Prices and costs: Index of retail prices		Prices and costs: Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Prices and costs: Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Prices and costs: Basic hourly wage rates of manual workers (all industries and services)‡	Labour: Unemployed excluding school leavers and adult students		Labour: Unfilled vacancies for adults	Trade§	
					Index‡	% increase on a year earlier				mid-month count	% of total employees	mid-month count	Exports	Imports
			at 1966 prices	monthly averages									at current prices	
Base of index	1963	1963	1966		Jan 16, 1962		1970	1970	July 31, 1972				1963	1963
£m in base year			11,549	thousands						thousands		thousands	4,282	4,362
1969	123.5	125.6	102.4	82.3	131.8	5.4	95.0	93.4	71.1	531	2.3	200	165	165
1970	124.9	127.2	103.6	91.4	140.2	6.4	100.0	100.0	78.2	568	2.5	186	184	181
1971	125.8	126.7	103.8	108.5	153.4	9.4	104.6	109.0	88.5	737	3.2	129	205	194
1972	129.9	130.8	110.0	138.6	164.3	7.1	109.2	114.8	100.9	816	3.6	145	213	225
1971 1st qtr	125.0	126.4	101.8	91	147.9	8.6	103.0	106.3	85.5	634	2.8	150	186	188
2nd qtr	125.8	127.0	103.2	95	153.2	9.8	104.9	108.7	87.1	709	3.1	128	212	197
3rd qtr	126.5	127.1	104.4	116	155.3	10.1	105.6	110.3	89.4	772	3.4	119	214	193
4th qtr	125.8	126.4	105.9	132	157.3	9.2	104.8	110.8	92.1	832	3.7	118	210	199
1972 1st qtr	130.0	125.0	106.3	121	159.7	8.0	105.6	112.1	95.7	870	3.8	124	204	211
2nd qtr	129.9	129.3	108.5	143	162.7	6.2	106.1	113.5	97.7	835	3.7	135	216	216
3rd qtr	131.3	131.8	111.8	141	165.4	6.5	109.4	115.6	102.2	809	3.6	146	192	215
4th qtr	135.4	137.1	113.7	149	169.4	7.7	115.6	118.0	107.8	754	3.3	176	242	259
1973 1st qtr	138.4	140.4	117.1	145	172.4	8.0	126.0	119.5	108.7 p	665	2.9	229	246	275
1972 Jul	130.4	130.8	112 5	127	164.2	5.8	107.7	114.6	100.0	807	3.5	141	209	198
Aug	130.8	131.7	111.9	156	165.5	6.6	109.6	115.7	103.5	808	3.6	147	137	182
Sep	132.7	132.8	111.0	139	166.4	7.0	110.7	116.4	106.8	812	3.6	150	230	264
Oct	134.5	135.6	112.4	149	168.7	7.9	112.9	117.3	107.6	779	3.4	163	251	260
Nov	135.5	137.2	113.0	157	169.3	7.6	115.3	118.3	108.2	756	3.3	177	239	261
Dec	136.1	138.3	115.2	142	170.2	7.7	118.7	118.5	108.4	727	3 2	188	235	255
1973 Jan	136.7	137.7	114.2	154	171.3	7.7	122.7	119.0	108.4	703	3.1	201	243	261
Feb	138.4	140.5	117.1	146	172.4	7.9	126.0	119.6	108.9	660	2.9	238	252	268
Mar	140.0	143.0	119.4	136	173.4	8.2	129.4	120.0	109.5	630	2.8	254	243	295
Apr	140.6	141.9	111.1	125	176.7	9.2	129.3	118.8*	111.8 p	617	2.7	275 p	267	275
May			111.4	133 p			130.2	120.0		599 p	2.6 p	295 p	255 p	308 p
% change latest 3 months:														
on prev. 3 months	+2.6	+3.0	+1.5	−10.9	+2.3		+5.9	+0.5	+1.8	−11 6		+31.4	+4.8	+12.1
on a year earlier	+12.6	+13.3	+8.5	–	+8.4		+22.3	+5.9	+14.1	−28.2		+108 6	+23.7	+35.0

(‡) Not seasonally adjusted (§) On a balance of payments basis. * After April, affected by changes due to VAT

Office development permits in the first quarter of 1973

THE Department of the Environment reports that the total floor area of office development permits issued in the first quarter of 1973 was 7.0 million sq. ft. compared with 8.9 million sq. ft. in the first quarter of 1972 and a quarterly average of 6.9 million sq. ft. for 1972 as a whole. 149 permits were issued in the first quarter of 1973, 32 more than in the corresponding quarter of 1972. As explained in the notes below, since December 1970 the control has operated in the South East Region only.

After deduction of relinquishments of existing offices and of floorspace covered by permits for the continuing use of existing offices included in the total figures, there was a potential addition to office space by way of new building and conversion of non-office premises to office use of 5.3 million sq. ft. in the first quarter of 1973. This compares with 6.3 million sq. ft. for the corresponding quarter of 1972 and a quarterly average of 5.0 million sq. ft. for 1972 as a whole.

Of the 149 permits issued in the first quarter of 1973, 36 were for office development in Central London and covered 2.1 million sq. ft.; 75 covering 3.6 million sq. ft. were for development in the Greater London Council Area; and 126 covering 5.9 million sq. ft for development in the Metropolitan Region. 23 permits for a total floorspace of 1.1 million sq. ft. were issued in the part of the South East Planning Region lying outside the Metropolitan Region.

Tables showing office development permits since 1965 appeared in the March 15, 1973 issue of *Trade and Industry*.

TABLE 1. OFFICE DEVELOPMENT PERMITS—SUB-DIVISIONS OF SOUTH EAST PLANNING REGION

	Central London Area			GLC Area (excluding Central London)			Total GLC Area		
		Thousand sq. ft.			Thousand sq. ft.			Thousand sq. ft.	
	Number	Gross	Relinquished	Number	Gross	Relinquished	Number	Gross	Relinquished
1971 year	198	12,246	4,212	122	6,633	1,185	320	18,879	5,397
1971 1st qtr.	62	3,754	802	44	2,537	350	106	6,291	1,152
2nd qtr.	54	3,523	1,334	35	2,273	457	89	5,796	1,791
3rd qtr.	44	2,651	1,347	24	1,005	153	68	3,656	1,500
4th qtr.	38	2,318	729	19	818	225	57	3,136	954
1972 year	139	10,302	3,788	125	7,299	1,496	264	17,601	5,284
1972 1st qtr.	44	3,364	1,587	20	1,987	340	64	5,351	1,927
2nd qtr.	40	3,229	1,112	49	2,353	605	89	5,582	1,717
3rd qtr.	31	1,939	194	36	1,891	374	67	3,830	568
4th qtr.	24	1,770	895	20	1,068	177	44	2,838	1,072
1973 1st qtr.	36	2,077	401	39	1,560	242	75	3,637	643

TABLE 1. OFFICE DEVELOPMENT PERMITS—SUB-DIVISIONS OF SOUTH EAST PLANNING REGION *(cont'd)*

	Metropolitan Area (excluding GLC)			Total Metropolitan Area			South East (excluding Metropolitan Area)			Total South East		
		Thousand sq. ft.			Thousand sq. ft.			Thousand sq. ft.			Thousand sq. ft.	
	Number	Gross	Relinquished	Number	Gross	Relinquished	Number	Gross	Relinquished	Number	Gross	Relinquished
1971 year	127	6,884	360	447	25,763	5,757	76	3,198	303	523	28,961	6,060
1971 1st qtr.	26	860	70	132	7,151	1,222	19	744	121	151	7,895	1,343
2nd qtr.	32	1,141	77	121	6,937	1,868	24	790	84	145	7,727	1,952
3rd qtr.	40	2,158	65	108	5,814	1,565	12	437	18	120	6,251	1,583
4th qtr.	29	2,725	148	86	5,861	1,102	21	1,227	80	107	7,088	1,182
1972 year	90	4,729	178	354	22,330	5,462	102	5,239	350	456	27,569	5,812
1972 1st qtr.	22	1,949	50	86	7,300	1,977	31	1,612	99	117	8,912	2,076
2nd qtr.	24	957	64	113	6,539	1,781	34	1,839	130	147	8,378	1,911
3rd qtr.	25	1,225	42	92	5,055	610	23	1,179	61	115	6,234	671
4th qtr.	19	598	22	63	3,436	1,094	14	609	60	77	4,045	1,154
1973 1st qtr.	51	2,260	109	126	5,897	752	23	1,086	99	149	6,983	851

NOTES TO TABLES

Commencement of Controls. In the London Metropolitan Region the control began in August 1965, but with retrospective application to November 5, 1964 for some projects, as explained in the first Annual Report by the Board of Trade under the Act; this report was referred to in the Board of Trade Journal of August 5, 1966, page 324. The West Midlands Conurbation was brought within the control from August 14, 1965, while the parts of the South East and West Midlands Planning Regions not already controlled and the whole of East Midlands and East Anglia Planning Regions came under control on July 21, 1966.

Removal of Controls. From February 25, 1969, the East Anglia Planning Region and the predominantly rural areas of the West Midlands and East Midlands Planning Regions were excluded from control. The remaining areas of the West Midlands and East Midlands Planning Regions were excluded from control on December 16, 1970.

Changes in exemption limit. From July 27, 1967, the exemption limit for permits was raised from 3,000 square feet to 10,000 square feet except in the Metropolitan Region. From February 25, 1969 this change was extended to the areas of the Metropolitan Region outside Greater London. The exemption limit in Greater London was raised to 10,000 square feet from December 16, 1970.

Modification of Control. From April 1, 1969, office development permits were in most cases no longer needed for developments within the curtilage of an industrial building for which an industrial development certificate was issued. The figures for the year 1968 included 168 permits of this type, with gross area 2,485,000 square feet (18 per cent of the total area of permits issued) and an area net of relinquishments of 2,103,000 square feet (24 per cent of the net total).

Definitions of Areas. The planning regions correspond to the new standard regions for statistical purposes as defined in the Board of Trade Journal of December 31, 1965, page 1567. Central London is the Greater London Conurbation Centre as defined in the General Register Office Census 1961 County Report: London. The Metropolitan Region, an area of some 40 miles radius from the Centre of London, is as defined in Schedule 2 of the Control of Office and Industrial Development Act, 1965, but from January 1, 1972 for statistical reasons the Outer Metropolitan Sub-division (Rest of Metropolitan Region) and the Outer South-East Sub-division (Rest of South East Planning Region) are as defined in the Regional Abstract of Statistics No. 7; the areas defined under the Act are unchanged.

Area relinquished. Comprises office floor space relinquished for demolition or change of use to non-office uses.

Release dates of economic statistics to be published in July

THIS notice is issued by the Central Statistical Office on behalf of the Government Statistical Service and other organisations as a guide to the dates of publication of major economic series in July. The dates are those which Departments, or other organisations concerned, are aiming at, and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Further inquiries about individual series should be addressed to the source named.

Publication date	Series	Method and time of release*	Source
July			
2, Mon.	Hire purchase and other instalment credit business (May)	PN	DTI
	Retail trade (May)	PN	DTI
3, Tues.	UK official reserves (June)	PN	Treasury
	Capital issues and redemptions (June)	PN	Bank of England
4, Wed.	Import and Export unit value and volume index numbers (May)	PN	DTI
6, Fri.	National income and expenditure (1st qtr revised)	PN	CSO
	Consolidated Fund and National Loans Fund (June)	London Gazette	Treasury
9, Mon.	Wholesale price index numbers (June)	PN	DTI
	Turnover of the catering trades (May)	PN	DTI
10, Tues.	Car and commercial vehicle production (June-prov)	PN	DTI
11, Wed.	London clearing banks monthly statement (mid-June)	PN	CLCB
	UK banks' eligible liabilities, reserve assets and reserve ratios (mid-June)	PN	Bank of England
12, Thurs.	Index of industrial production (May)	PN	CSO
	Balance of payments current account and overseas trade figures (June)	PN	CSO/DTI
	Capital expenditure by the manufacturing, distributive and service industries (1st qtr-revised)	T & I	DTI
	Manufacturers' and distributors' stocks (1st qtr-revised)	T & I	DTI
13, Fri.	Crude steel production (June)	PN	BSC/BISPA
	Building Societies' receipts and loans (June)	PN	BSA
18, Wed.	Basic rates of wages and normal weekly hours (end June)	PN	D of Employment
	Monthly index of average earnings (May)	PN	D of Employment
19, Thurs.	Unemployment (prov-July)	PN	D of Employment
	Unfilled vacancies (prov-July)	PN	D of Employment
	Appropriation account of companies (1st qtr)	PN	CSO
	Net acquisition of financial assets analysis by sector (1st qtr)	PN	CSO
	Financial accounts of industrial and commercial company and personal sectors (1st qtr)	PN	CSO
20, Fri.	Retail prices index (June)	PN	D of Employment
	Consumers' expenditure (2nd qtr-1st preliminary estimate)	PN	CSO
22, Sun.	National Savings monthly progress report (June)	PN	DNS
23, Mon.	UK banks' assets and liabilities and the money stock (mid-June)	PN	Bank of England
	New vehicle registrations (June)	PN	D of Environment
26, Thurs.	Sales and orders in the engineering industries (April)	T & I	DTI
	Energy trends	T & I	DTI
	Car and commercial vehicle production (June-final)	PN	DTI
	Unemployment (June-final)	Gazette	D of Employment
	Employment in production industries (May)	Gazette	D of Employment
	Overtime and short-time working in manufacturing industries (May)	Gazette	D of Employment
	Stoppages of work due to industrial disputes (June)	Gazette	D of Employment
30, Mon.	Construction—new orders (May)	PN	D of Environment
	Slum clearance (2nd qtr)	PN	D of Environment
	Housing starts and completions (June)	PN	D of Environment
	House improvement grants (June)	PN	D of Environment
31, Tues.	Bricks and cement production (June)	PN	D of Environment

* PN — Press Notice

ENERGY TRENDS

Energy at home—and in the enlarged Community

Latest monthly trends

COAL production in May was equivalent to a seasonally adjusted annual rate of output of 138 million tons, slightly below the average rate for the first four months of the year. Productivity remained high. Inland coal consumption increased to an annual rate of 140 million tons. This was the highest figure since the 1972 dispute and brought the underlying rate of consumption above that of production for the first time since 1970. Contributing to higher consumption has been the use by power stations of additional subsidised coal. Total coal stocks reached their highest level since November 1971; but the increase during the month was consistent with the normal seasonal pattern of stock change.

In April the annual rate of primary energy consumption (seasonally adjusted and temperature corrected) was 334 mtce (million tons of coal equivalent). This represents a further slight fall in consumption compared with recent months, but is still 5 per cent higher than a year ago. Comparisons are, however, still made difficult because of the effect on energy consumption in April last year of the aftermath of the dispute in the coal industry. Largely for that reason coal consumption in April was 17 per cent higher than a year before, while deliveries of oil for energy uses were 3 per cent lower.

Oil supply and demand

In the first quarter of 1973 inland deliveries of petroleum products were only 0.4 per cent higher than in the equivalent period of 1972. The narrowness of the increase reflects the high rate of demand for oil that obtained during the 1972 miners' dispute. Refinery output in the first quarter of 1973 was marginally less than in 1972; and the resulting increased shortfall in product supply was covered by higher net arrivals of products (2.3 million tons, compared with 1.3 million tons in January-March 1972), and an apparently higher seasonal rundown of product stocks.

PETROLEUM PRODUCTS: SUPPLY AND DISPOSALS

million tons

	January-March 1973	January-March 1972
Disposals		
Inland deliveries	27.7	27.6
Product shipments	3.4	4.0
Bunkers	1.2	1.3
Total	32.3	32.8
Supply		
Refinery output	25.4	25.5
Substitutes	0.1	0.1
Product arrivals	5.7	5.3
Apparent stock withdrawals*	+1.1	+1.9
Total	32.3	32.8

* And any discrepancy between supply and disposal statistics.

Arrivals of crude and process oils were below last year's levels. The use of crude in UK refineries—refinery throughput—was however unchanged. As in the case of the product balance, the figures point to an apparently greater seasonal stockfall in the first quarter of this year.

This is the second of a regular monthly series of articles providing information about trends in the energy sector of the UK economy.

For an explanation of the definitions etc. used in the compilation of the UK energy statistics reference should be made to the Digest of United Kingdom Energy Statistics 1972 (HMSO £3.50), or to EcS2 Division of DTI at Thames House South, Millbank, London SW1 (Tel: 222:7000 Ext. 1216).

CRUDE PLUS PROCESS OILS: SUPPLY AND DISPOSALS

million tons

	January-March 1973	January-March 1972
Disposals		
Refinery throughput	27.4	27.4
Shipments	0.7	0.5
Total	28.1	27.9
Supply		
Arrivals	26.3	27.5
Apparent stock withdrawals*	1.7	0.4
Total	28.1	27.9

* And any discrepancy between supply and disposal statistics.

UK energy in the enlarged Community

The UK plays a leading role in the energy economy of the enlarged Community. The figures which follow are taken from a recent publication of the Statistical Office of the European Communities: Energy Statistics 1972 No. 4. They show that in 1971 the UK accounted for one-third of the production of primary energy in the nine countries that make up the enlarged Community, and for one-quarter of gross inland consumption of primary fuels.

PRODUCTION OF PRIMARY FUELS IN 1971

(million tonnes of coal equivalent)

	The Nine	UK	UK share %
Hard coal	290.7	134.8	46.4
Lignite and peat	32.3	—	—
Crude oil and other primary petroleum products	18.8	0.3	1.6
Natural gas	113.2	22.8	20.1
Primary electricity	51.1	11.7	22.9
Other fuels	1.6	—	—
Total	507.7	169.6	33.4

INLAND CONSUMPTION OF PRIMARY ENERGY IN 1971

(million tonnes of coal equivalent)

	The Nine	UK	UK share %
Hard coal and equivalent	299.3	123.7	41.3
Lignite and equivalent	33.5	—	—
Crude oil and equivalent	703.8	147.0	20.9
Natural gas	114.2	23.9	20.9
Primary electricity	53.1	11.8	22.2
Other fuels	1.6	—	—
Total	1,205.4	306.4	25.4

The importance of the UK's coal industry is clearly seen. In 1971 UK coal production accounted for 46.4 per cent of the coal output of the Nine, and 26.6 per cent of the total primary energy produced. The UK was also responsible for about a fifth of the production of natural gas and of primary electricity. Although hydro-electric power makes only a very small contribution in the UK, the other source of primary electricity—nuclear power—is substantial. In 1971 UK output of nuclear power was equivalent to 10.4 mtce out of a total production for the Nine of 15.4 mtce. UK production of oil, currently insignificant, will, in a few years, represent a substantial part of the indigenous energy production in the Community.

The SOEC statistics show UK coal accounting for 37.9 per cent of gross inland consumption of primary energy in 1971; whereas in the Nine as a whole, coal, lignite and associated fuels together accounted for 27.6 per cent. The UK is also shown as being much less dependent than the rest of the enlarged Community on imported fuels. In 1971 48.7 per cent of UK energy consumption was derived from outside sources of supply, while for the Nine as a whole the corresponding figure was 60.3 per cent.

UK energy measured in EEC terms

There is as yet no international standard for measuring energy consumption. The conventions used by SOEC in compiling energy balances differ from others employed elsewhere. The Department has collaborated with SOEC in the preparation of energy statistics for the UK which conform as closely as possible with the SOEC conventions. Detailed information will be found in Energy Statistics No. 4 and in the forthcoming edition of the Department's Annual Energy Statistics, but the major differences between SOEC and the UK national statistics are mentioned below.

The following table shows the energy consumption statistics for 1971 side by side.

GROSS INLAND ENERGY CONSUMPTION IN 1971

	DTI basis (million tons coal equivalent)	SOEC basis (million tonnes coal equivalent)
Coal	138.7	123.7
Petroleum	147.3	147.0
Natural gas	25.8	23.9
Hydro and nuclear power	11.5	11.8
Total	323.3	306.4

The substantial difference, which also affects the total energy consumption, arises over the measurement of coal. Whereas in the UK 1 ton of coal is equated to 1 ton of coal equivalent, the SOEC methodology makes allowance for the fact that some coals have lower net calorific values than others. Low-grade coal is standardised to a coal equivalent of 7,000 kilocalories per kilogram (approximately 280 therms per ton). As coal used in power stations in the UK is of a relatively low net calorific value (approximately 230 therms per ton), the SOEC method gives rise to coal figures in coal equivalent which are much lower than the unadjusted tonnages. This accounts for virtually all the discrepancy between the two sets of coal figures in the above table.

The correspondence between the oil statistics is not as close as it would appear to be. In the UK energy statistics the ratio of oil to coal is taken as 1 : 1.7 (that is, 1 ton or tonne of oil is equivalent in energy content to 1.7 tons or tonnes of coal), based on a comparison between the average gross calorific values of all coal and of all oil products consumed in the UK. The SOEC ratio is 1 : 1.43; that is, a comparison between 10,000 kcals per kgm—a typical calorific value for oil products—and the 7,000 kcals per kgm of the SOEC standard coal equivalent. Using the SOEC basis reduces the DTI measurement of oil in coal equivalent in 1971 by some 24 million tons, but this reduction is virtually offset by additions which the SOEC makes to the UK statistics; the principal one being the inclusion of those oil products which in the UK are excluded as 'non-energy' consumption.

TABLE 1. INLAND ENERGY CONSUMPTION: PRIMARY FUEL INPUT BASIS

Million tons of coal or coal equivalent

	Total	Coal	Petroleum	Natural gas	Nuclear electricity	Hydro-electricity	Total*	Coal*	Petroleum*	Natural gas	Nuclear electricity	Hydro-electricity
1968	307.0	164.5	125.9	4.3	10.1	2.2	306.4	164.1	125.7	4.3	10.1	2.2
1969	317.7	161.1	135.7	8.4	10.5	2.0	315.1	159.6	134.6	8.4	10.5	2.0
1970	328.0	154.4	145.6	16.0	9.4	2.6	327.9	154.2	145.7	16.0	9.4	2.6
1971	323.3	138.7	147.3	25.8	9.7	1.8	324.4	139.1	148.0	25.8	9.7	1.8
1972	327.7	120.9	157.6	36.7	10.5	2.0	327.6	120.9	157.5	36.7	10.5	2.0
	Unadjusted						Seasonally adjusted (annual rate)					
1972 Jan.-Apr.	114.6	37.8	58.2	13.6	4.1	0.9	310.4	104.3	157.3	32.8	10.9	2.1
1973 Jan.-Apr.	125.1	47.2	58.3	14.9	3.9	0.8	338.8	129.7	157.0	36.7	10.6	2.3
Per cent change	+9.2	+24.9	+0.2	+11.0	−4.9	−11.1	+10.9	+24.4	−0.2	+11.9	−2.8	+9.5
1972 April	25.3	8.5	12.6	3.2	0.8	0.2	316.5	112.1	155.5	34.7	9.3	2.2
1973 April	27.1	10.2	12.5	3.4	0.8	0.2	333.5	131.5	151.1	37.4	9.5	2.6
Per cent change	+7.1	+20.2	−0.2	+6.5	+3.8	+9.9	+ 5.4	+17.3	−2.8	+7.8	+2.9	+14.7

* Also temperature corrected.

INLAND ENERGY CONSUMPTION: Seasonally adjusted annual rates

(Coal, Petroleum and Total Consumption have also been temperature corrected)

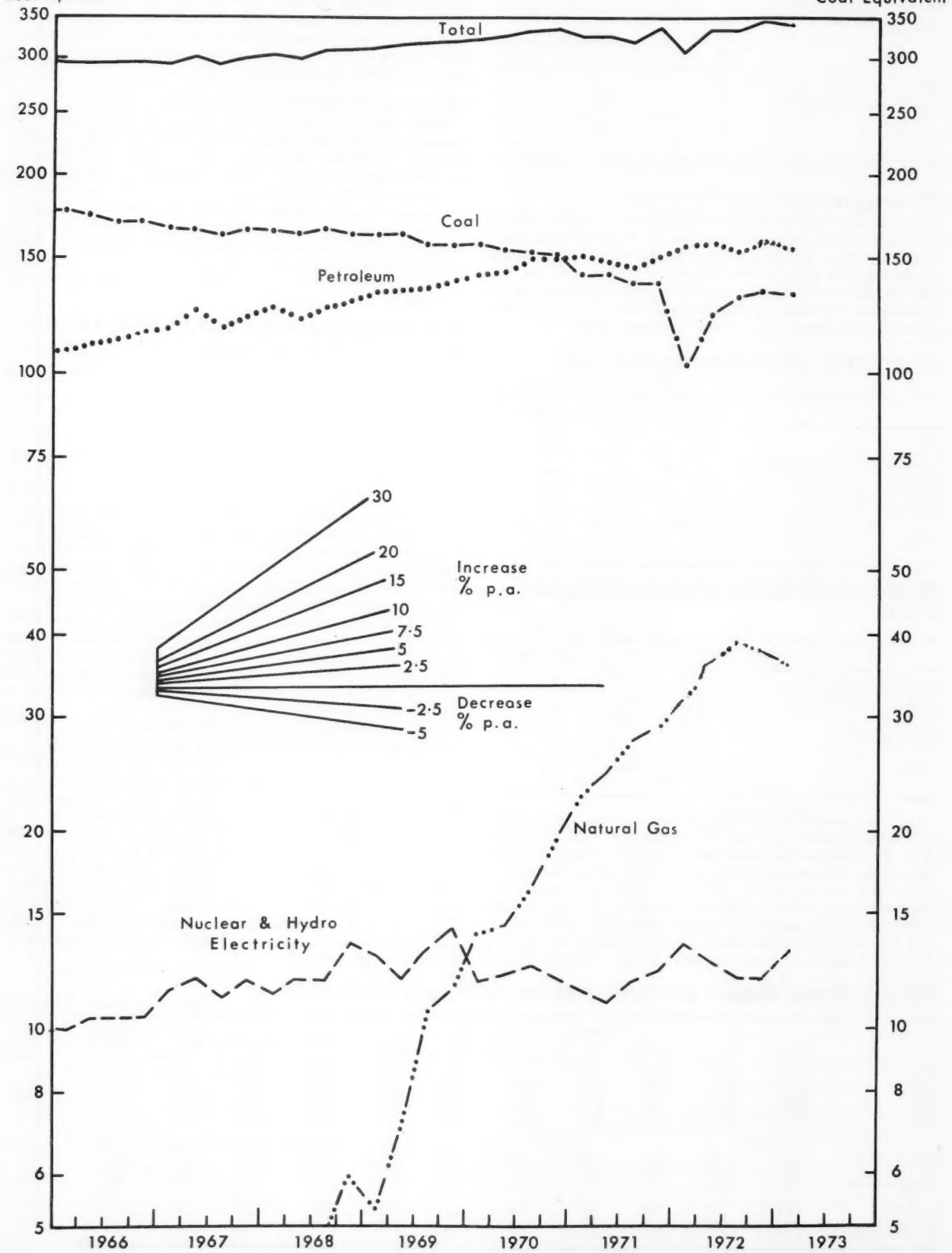


TABLE 2. INLAND ENERGY CONSUMPTION: HEAT SUPPLIED BASIS

Million therms

	Total primary energy	Used by fuel industries and losses in distribution	Final consumption						
			Total	Coal	Other solid fuels	Other coal derived fuels*	Petroleum	Gas†	Electricity
1968	78,816	23,647	55,169	13,613	6,507	732	24,063	4,434	5,820
1969	81,363	24,595	56,768	12,883	6,409	641	25,628	4,962	6,245
1970	83,481	25,541	57,940	11,839	6,008	621	27,198	5,720	6,554
1971	82,521	25,527	56,994	9,867	4,949	542	27,617	7,257	6,762
1972‡	83,610	25,882	57,728	7,910	4,604	482	28,617	9,089	7,026
1971 4th quarter	22,513	7,146	15,367	2,501	1,140	121	7,541	2,228	1,836
1972 1st quarter	22,659	6,878	15,781	1,960	1,058	87	7,930	2,753	1,993
2nd quarter	19,806	6,041	13,765	1,959	1,155	128	6,845	2,033	1,645
3rd quarter‡	17,405	5,403	12,002	1,678	1,163	128	6,037	1,594	1,402
4th quarter‡	23,740	7,560	16,180	2,313	1,228	139	7,805	2,709	1,986

* Coke oven gas, creosote/pitch mixtures and other liquid fuels derived from coal. † Town gas and natural gas supplied direct by the gas industry. ‡ Provisional

TABLE 3. ENERGY CONSUMPTION BY FINAL USERS: HEAT SUPPLIED BASIS

Million therms

					1971				1972			
	1969	1970	1971	1972‡	1st quarter	2nd quarter	3rd quarter	4th quarter	1st quarter	2nd quarter	3rd quarter	4th quarter‡
Iron and steel industry												
Coal	240	210	154	93	53	37	29	35	26	20	18	29
Other solid fuel	3,521	3,485	3,049	2,901	858	764	743	684	567	772	774	788
Other coal derived fuels*	557	553	490	455	134	128	119	109	81	122	121	131
Gas†	174	244	343	384	82	83	98	80	102	98	92	92
Electricity	368	378	349	342	92	87	84	86	88	85	84	85
Petroleum	2,227	2,328	2,185	2,080	622	544	464	555	604	497	428	551
Total	7,087	7,198	6,570	6,255	1,841	1,643	1,537	1,549	1,468	1,594	1,517	1,676
Other industries												
Coal	5,332	4,824	3,908	2,898	1,175	960	790	983	740	709	626	823
Other solid fuel	358	375	267	228	86	71	55	55	46	61	57	64
Other coal derived fuels*	72	62	52	27	14	14	12	12	6	6	7	8
Gas†	873	1,172	2,118	3,211	460	477	500	681	716	783	756	956
Electricity	2,032	2,105	2,154	2,150	565	529	489	571	490	550	510	600
Petroleum	8,386	8,945	8,982	9,283	2,688	1,987	1,657	2,650	2,723	2,150	1,682	2,728
Total	17,053	17,483	17,481	17,797	4,988	4,038	3,503	4,952	4,721	4,259	3,638	5,179
Domestic sector												
Coal	6,141	5,654	4,829	4,090	1,491	1,286	861	1,191	980	1,025	877	1,208
Other solid fuel*	1,682	1,483	1,307	1,187	405	316	251	335	347	271	262	307
Gas†	3,211	3,542	3,930	4,500	1,488	779	453	1,210	1,628	931	601	1,340
Electricity	2,464	2,625	2,763	2,984	934	618	453	758	966	670	501	847
Petroleum	1,222	1,335	1,321	1,528	526	237	138	420	571	292	188	477
Total	14,720	14,639	14,150	14,289	4,844	3,236	2,156	3,914	4,492	3,189	2,429	4,179
Transport sector												
Coal	80	70	52	30	16	14	8	14	6	8	6	10
Other solid fuel	15	14	5	2	2	1	1	1	1	1	—	—
Other coal derived fuels*	12	6	—	—	—	—	—	—	—	—	—	—
Electricity	93	94	94	94	25	22	22	25	25	22	23	24
Petroleum	10,466	11,002	11,483	11,968	2,641	2,934	3,057	2,851	2,732	3,030	3,207	2,999
Total	10,666	11,186	11,634	12,094	2,684	2,971	3,088	2,891	2,764	3,061	3,236	3,033
Other final consumers												
Coal	1,090	1,081	924	799	295	228	123	278	208	197	151	243
Other solid fuel*	833	651	321	286	116	80	60	65	97	50	70	69
Gas†	704	762	866	994	289	189	131	257	307	221	145	321
Electricity	1,288	1,352	1,402	1,456	439	308	259	396	424	318	284	430
Petroleum	3,327	3,588	3,646	3,758	1,308	788	485	1,065	1,300	876	532	1,050
Total	7,242	7,434	7,159	7,293	2,447	1,593	1,058	2,061	2,336	1,662	1,182	2,113

* Coke oven gas, creosote/pitch mixtures and other liquid fuels derived from coal. † Town gas and natural gas supplied direct by the gas industry. ‡ Provisional

TABLE 4. PRODUCTION AND NET ARRIVALS OF PRINCIPAL FUELS

	Production of principal fuels								Net arrivals			
	Primary fuels				Secondary fuels					Petroleum		
	Coal	Crude petroleum*	Natural gas	Nuclear and hydro-electricity†	Solid fuels	Refined petroleum‡	Gas available	Electricity	Coal	Crude	Refined	Natural gas
	Million tons	Million tons	Million therms	TWh	Million tons	Million tons	Million therms	TWh	Million tons	Million tons	Million tons	Million therms
1968	167.2	0.09	811	30.8	27.2	77.9	4,901	208.0	−2.7	81.8	2.8	396
1969	153.2	0.10	1,938	31.8	25.9	86.2	5,517	221.7	−3.5	91.4	0.6	416
1970	144.8	0.15	4,153	30.0	24.3	95.7	6,350	232.0	−3.1	99.4	−2.7	333
1971	147.0	0.20	6,902	30.3	21.8	99.1	8,080	237.8	1.5	104.5	−3.5	332
1972	119.9	0.32	9,920	32.6	19.1	100.5	10,621	247.5	3.2	102.5	−0.7	381
1972 January	3.4	0.03	973	3.2	1.0	9.2	972	24.1	+0.1	8.6	−0.3	25
February	0.6	0.03	932	3.1	0.5	8.2	1,022	20.5	+0.3	8.4	0.1	31
March	10.9	0.03	916	3.5	1.6	9.0	1,141	25.4	+1.4	10.1	0.1	31
1973 January	10.9	0.04	1,129	3.2	1.6	9.3	1,161	24.8	−0.1	8.6	0.4	38
February	11.8	0.03	1,008	3.3	1.6	7.9	1,119	24.5	−0.1	7.8	0.6	13
March	14.9	0.04	1,041	3.7	1.9	8.9	1,264	28.2	−0.1	9.3	0.8	6
April	10.6	0.03	932	2.6	2.6		973	20.9	−0.1			19

* Including natural gas liquids. † Also included in secondary electricity. ‡ Including feedstock for further processing at petro-chemical plants.

ENERGY TRENDS
continued

TABLE 5. COAL SUPPLY

Thousand tons

	Total supply	Production				Imports	Tonnage lost (deep-mined)*	
		Total‡		Deep-mined	Opencast		Recognised holidays and rest days	Disputes
		Unadjusted	Seasonally adjusted					
1968	167,235	167,235		157,215	6,864	—	13,277	286
1969	153,234	153,234		144,241	6,320	—	12,137	2,913
1970	144,869	144,791		134,526	7,760	78	11,689	3,103
1971	151,255	147,081		134,322	10,498	4,174	11,045	4,734
1972	124,830	119,911		107,362	10,273	4,919	10,244	22,117
1972 January-May	41,053	37,543		32,907	3,903	3,510	2,627	20,969
1973 January-May	..	59,851		54,967	4,139	..	1,719	496
1972 May	12,664	12,181	11,096	11,036	917	483	9	6
1973 May	..	11,628	10,512	10,652	758	..	8	266
Per cent change	..	−4.5	−5.3	−3.5	−17.3	..	−8.0	(+)

* NCB mines only.
‡ Including slurry etc. recovered and disposed of other than by the National Coal Board.

TABLE 6. COLLIERY MANPOWER AND PRODUCTIVITY AT NCB MINES

	Number of wage-earners on colliery books at end of period		Absence percentage			Average output per manshift*		Recruitment	Wastage
	Thousands		Per cent			cwt.			
	Total	Underground	Total	Voluntary	Involuntary	Overall	At the face	Number	
1968	325	257	18.1	4.7	13.4	41.70	129.33	15,262	72,519
1969	300	235	18.3	4.8	13.5	43.45	136.96	23,346	48,295
1970	283	221	19.8	4.5	15.3	44.10	141.80	25,109	41,581
1971	279	218	18.1	4.4	13.7	43.94	143.08	28,010	32,309
1972	266	210	16.6	3.9	12.7	43.37	143.71	13,254	26,113
1972 January-May	275‡	215‡	15.8	3.9	11.9	40.31	135.77	2,193	8,781
1973 January-May	264‡	208‡	18.5	4.2	14.3	47.60	155.05	7,984	12,601
1972 May	272	214	14.5	3.3	11.2	46.45	149.53	903	2,015
1973 May	261	206	14.9	3.1	11.8	47.66	158.41	1,288	2,268

* Excluding capital working and tip coal.
‡ Weekly average.

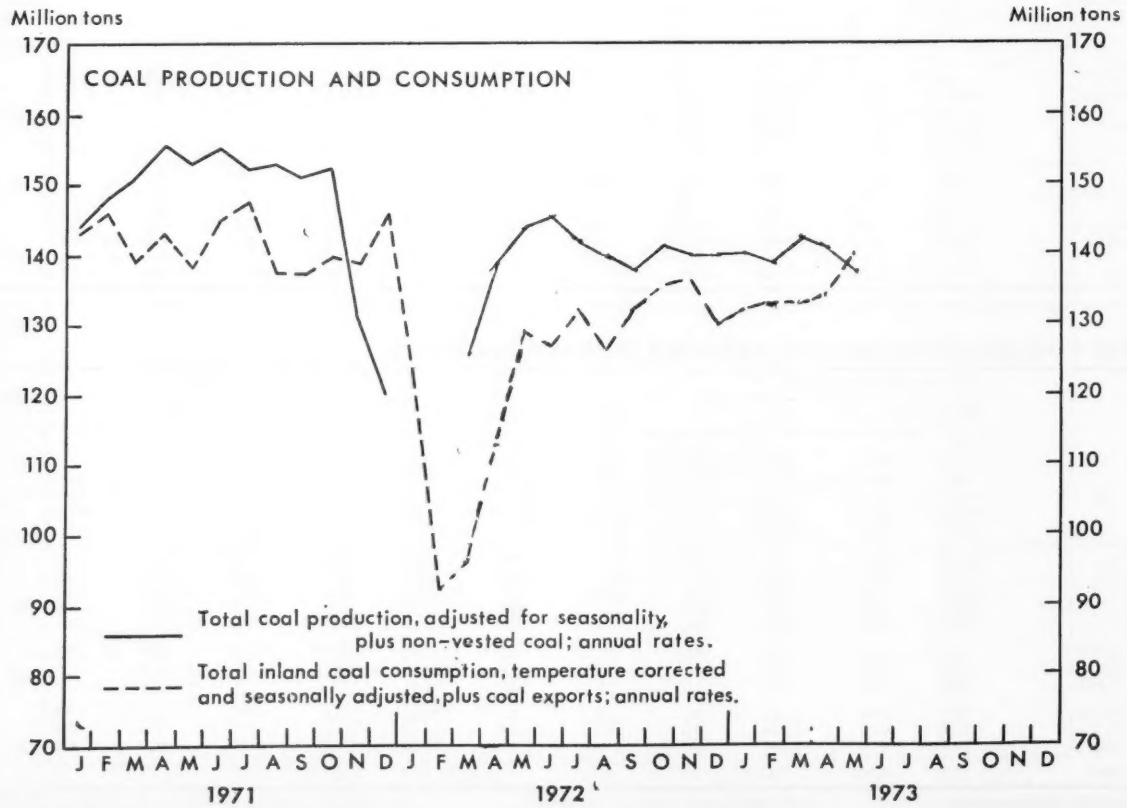

Million tons
Million tons
COAL PRODUCTION AND CONSUMPTION
170
160
150
140
130
120
110
100
90
80
70
Total coal production, adjusted for seasonality, plus non-vested coal; annual rates.
Total inland coal consumption, temperature corrected and seasonally adjusted, plus coal exports; annual rates.
J F M A M J J A S O N D J F M A M J J A S O N D J F M A M J J A S O N D
1971
1972
1973

TABLE 7. CONSUMPTION OF COAL

Thousand tons

			Inland consumption							Colliery disposals to the domestic market†		
	Total	Overseas shipments	Total inland consumption	Collieries	Power stations*	Gas works	Coke ovens	Other conversion industries	Industry	House coal§	Anthracite and dry steam coal	Miscellaneous‡
1968	167,185	2,678	164,507	2,420	73,191	10,646	24,934	3,474	22,585	21,353	1,860	4,044
1969	164,615	3,456	161,159	2,032	75,883	6,867	25,373	3,846	21,367	19,745	1,883	4,163
1970	157,548	3,141	154,407	1,886	76,017	4,212	24,940	4,084	19,304	17,882	1,990	4,092
1971	141,330	2,625	138,705	1,556	71,696	1,826	23,182	4,406	15,581	15,366	1,621	3,471
1972	122,710	1,768	120,942	1,383	65,611	566	20,152	4,475	11,478	12,568	1,757	2,952
1972 Jan.-May	47,509	356	47,153	509	26,657	235	6,648	1,486	4,706	4,879	784	1,249
1973 Jan.-May	58,277	1,104	57,173	638	32,767	246	9,192	1,696	5,087	5,604	733	1,210
Per cent change	+22.7	(+)	+21.3	+25.3	+22.9	+4.8	+38.3	+14.1	+8.1	+14.9	−6.5	−3.1
1972 May	9,535	74	9,461	126	4,947	43	1,654	433	883	1,041	108	226
1973 May	10,321	244	10,077	117	5,491	42	1,755	194	867	1,142	131	238
Per cent change	+8.2	(+)	+6.5	−6.8	+11.0	−1.4	+6.1	−32.2	−1.8	+9.7	+21.4	+5.3

* Public supply electricity and railway and transport power stations.
† Prior to April 1973 the figures relate to merchants' disposals to the domestic market.
‡ Including coal used for transport purposes and shipments to the Channel Islands.
§ Including miners' coal.

TABLE 8. STOCKS OF COAL (a) GREAT BRITAIN

End of period — End of period — Thousand tons

		Distributed						Undistributed		
	Total	Total distributed stocks	Power stations	Gas works	Coke ovens	Industry	Miscellaneous	Total undistributed stocks	Opencast sites and central stocking grounds	Collieries
1968	43,724	15,689	12,490	726	1,107	1,135	231	28,035	4,234	23,801
1969	32,544	14,063	11,018	461	1,231	1,128	225	18,481	3,159	15,322
1970	20,304	13,202	9,575	276	1,434	1,575	342	7,102	1,836	5,266
1971	29,720	19,491	15,712	72	1,777	1,509	421	10,229	3,256	6,973
1972	31,162	20,410	16,790	50	1,890	1,366	314	10,752	3,308	7,444
1972 May	23,820	15,968	12,826	43	1,814	975	310	7,852	3,191	4,661
1973 May	33,759	20,834	16,840	39	2,258	1,427	270	12,925	3,332	9,593
Number of winter weeks' consumption										
1972 May			7.2	..	4.1	4.1				
1973 May			9.6	..	5.0	7.1				

(a) Excluding distributed stocks held in merchants' yards, etc., mainly for the domestic market.

TABLE 9. GAS: SOURCES OF SUPPLY AND SEND-OUT BY THE PUBLIC GAS SUPPLY SYSTEM

	Natural gas supply			Fuel used for all purposes		Gas sent out		
	Net total into system	Indigenous	Arrivals	Coal	Oil	Total	Town gas	Natural gas for direct supply
	Million therms			Thousand tons		Million therms		
1968	1,130	740	390	10,646	5,455	4,836	4,745	91
1969	2,267	1,856	411	6,885	5,525	5,437	4,973	464
1970	4,342	4,023	319	4,212	3,590	6,301	4,787	1,514
1971	6,977	6,660	317	1,770	1,881	8,061	4,069	3,992
1972	10,071	9,775	296	559	1,550	10,614	3,415	7,199
1972 Jan.-April	3,701	3,589	112	184	806	3,981	1,588	2,393
1973 Jan.-April	4,124	4,055	69	204	916	4,504	1,158	3,346
Per cent change	+11.4	+13.0	−38.1	+10.9	+13.6	+13.1	−27.1	+39.8
1972 April	823	794	29	44	91	851	296	555
1973 April	870	855	15	46	208	971	239	732
Per cent change	+5.7	+7.7	−48.3	+4.5	(+)	+14.1	−19.3	+31.9

TABLE 10. GENERATION OF ELECTRICITY BY THE PUBLIC ELECTRICITY SUPPLY SYSTEM

	Primary fuel demand						Electricity generated				
								By steam plant			
	Total*	Coal	Oil	Natural gas	Nuclear electricity	Hydro-electricity	Total†	Nuclear	Other	Electricity sent out	Total electricity available
	Million tons of coal or coal equivalent						Million kilowatt hours				
United Kingdom											
1968	95.20	73.58	10.69	—	8.63	1.91	204,477	24,056	176,378	189,241	193,526
1969	100.75	76.05	13.81	0.14	9.01	1.74	218,402	25,271	189,000	201,970	206,295
1970	107.18	76.17	20.81	0.21	7.73	2.26	228,237	21,870	201,180	210,904	215,488
1971	105.85	71.18	24.16	0.95	8.05	1.51	233,544	23,023	205,928	215,941	219,965
1972	109.38	65.30	31.25	2.26	8.89	1.58	242,715	25,280	213,704	225,853	228,997
1972 January-April	39.56	21.45	13.26	0.71	3.42	0.72	87,255	9,593	76,118	81,386	82,518
1973 January-April	42.88	27.25	11.29	0.28	3.32	0.73	98,199	9,513	87,035	91,747	92,893
Per cent change	+8.4	+27.1	−14.9	−60.5	−2.9	+1.1	+12.5	−0.8	+14.3	+12.7	+12.6
1972 April	8.30	4.34	2.96	0.22	0.64	0.14	18,726	1,810	16,592	17,456	17,659
1973 April	9.25	6.00	2.39	0.07	0.63	0.15	20,828	1,824	18,649	19,427	19,704
Per cent change	+11.4	38.4	−19.4	−69.4	−1.7	+8.5	+11.2	+0.8	+12.4	+11.3	+11.6
England and Wales											
1968	84.36	67.30	8.86	—	7.73	0.47	182,244	21,549	160,000	168,877	169,884
1969	89.35	69.16	11.61	0.14	8.05	0.39	193,474	22,582	170,159	179,307	180,887
1970	94.47	69.61	17.45	0.21	6.79	0.41	200,421	19,230	180,415	185,505	188,594
1971	93.30	64.95	20.07	0.95	7.19	0.14	205,990	20,500	184,335	190,786	192,873
1972	95.63	58.24	26.74	2.26	8.08	0.31	212,880	22,986	188,028	198,953	200,004
1972 January-April	34.46	18.87	11.66	0.71	3.07	0.14	76,123	8,612	66,753	70,683	71,856
1973 January-April	37.12	24.11	9.63	0.28	3.02	0.07	85,384	8,651	76,228	79,378	80,987
Per cent change	+7.7	+27.8	−17.4	−60.5	−1.8	−56.1	+12.2	+0.5	+14.2	+12.3	+12.7
1972 April	7.24	3.79	2.64	0.22	0.57	0.02	16,373	1,588	14,644	15,203	15,508
1973 April	8.07	5.38	2.04	0.07	0.56	0.02	18,209	1,612	16,466	16,893	17,173
Per cent change	+11.5	+41.8	−22.6	−69.4	−1.2	−23.8	+11.2	+1.5	+12.4	+11.1	+10.7

* Including coke.
† Including generation by oil-engine and hydro-electric plant.

TABLE 11. PLANT CAPACITY OF THE PUBLIC ELECTRICITY SUPPLY INDUSTRY

Megawatts

	United Kingdom			England and Wales		
	Output capacity			Output capacity		
	At end of period	New plant brought into commission during period*	Maximum load during period	At end of period	New plant brought into commission during period*	Maximum load during period
1968	51,029	4,173	42,884	44,372	3,439	37,735
1969	52,735	2,777	43,885	46,035	2,661	38,156
1970	57,237	5,791	44,161	49,335	4,511	38,651
1971	61,972	5,178	44,867	53,559	4,592	39,066
1972	65,067	3,618	45,897	56,055	3,029	39,927
1972 April	62,681	—	35,544	54,322	—	31,410
1973 April	65,353	—	40,536	56,427	—	35,693

* Including revisions to interim ratings.

TABLE 12. ELECTRICITY GENERATED OUTSIDE THE PUBLIC ELECTRICITY SUPPLY SYSTEM

GWh

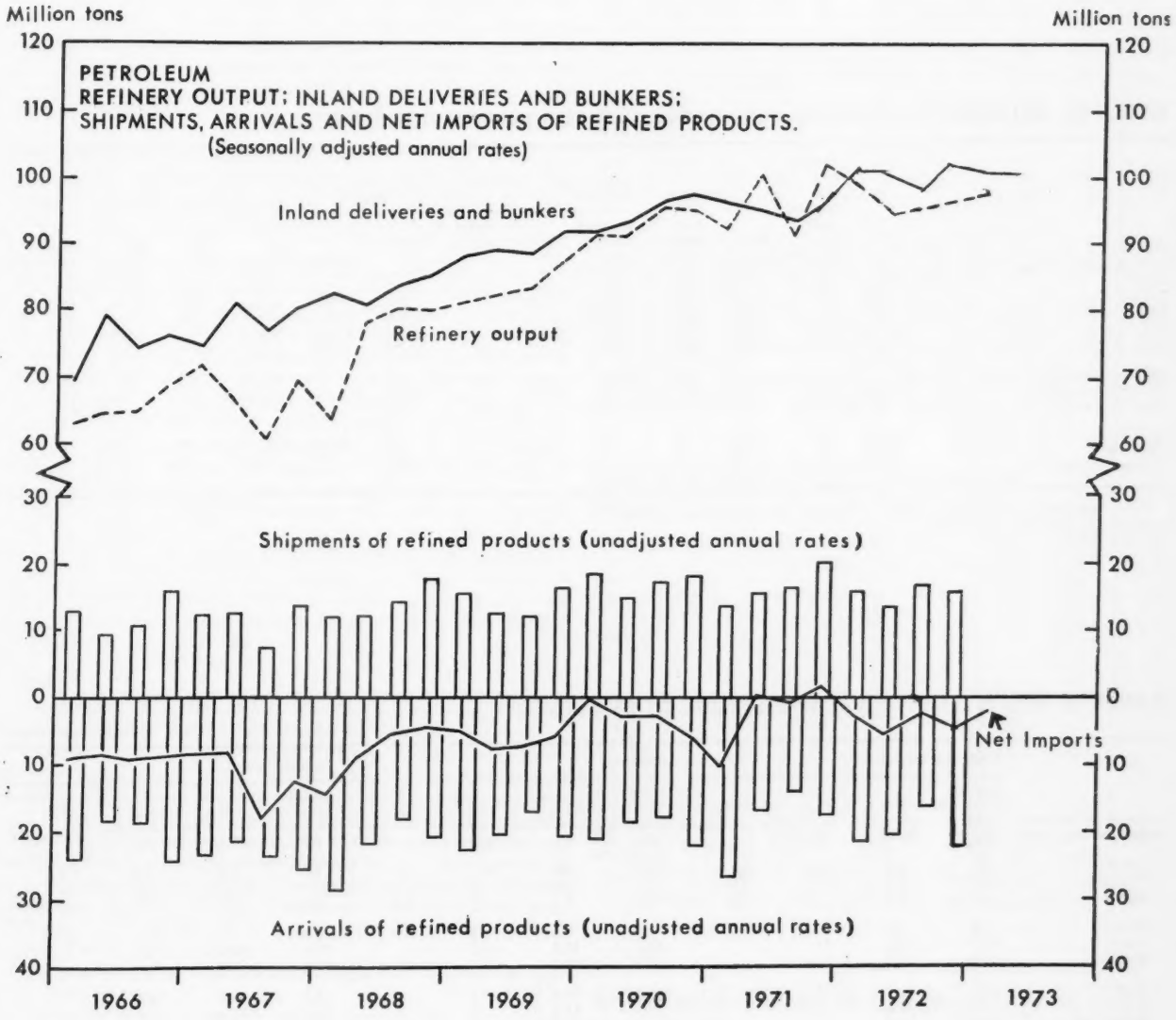
	Iron and steel (1)	Engineering and other metal trades (2)	Food, drink and tobacco (3)	Coal mining (4)	Chemical and allied trades		Textiles, leather and clothing (7)	Paper, printing and stationery (8)	Other industries (including gas and water-works) (9)	Total industry (10)	Transport under-takings (11)	Total (12)
					Nuclear power stations (5)	Other* (6)						
1968	2,779	1,412	376	623	3,655	5,753	568	2,857	598	18,621	625	19,246
1969	2,835	1,328	383	585	3,854	6,769	545	2,970	643	19,912	685	20,597
1970	2,700	1,508	375	478	4,142	6,846	564	2,965	637	20,215	664	20,879
1971	2,888	1,344	410	411	4,339	6,987	535	2,671	629	20,214	677	20,891
1972	2,587	1,320	409	420	4,098	7,408	458	2,786	679	20,165	689	20,854
1972 1st quarter	743	319	140	77	1,255	1,925	105	710	188	5,462	178	5,640
2nd quarter	618	318	53	117	907	1,916	119	679	160	4,887	167	5,054
3rd quarter	550	332	45	100	950	1,766	112	633	149	4,637	163	4,800
4th quarter	676	351	171	126	986	1,801	122	764	182	5,179	181	5,360
1973 1st quarter	797	624	108	105	1,157	2,060	133	773	203	5,960	194	6,154

* Including production by the mineral oil refining industry.

TABLE 13. SALES OF GAS AND ELECTRICITY BY THE PUBLIC SUPPLY SYSTEMS

	Gas					Electricity				
	Total	Iron and steel industry	Other industries	Domestic	Other	Total	Iron and steel industry	Other industries	Domestic	Other
	Million therms					GWh				
1968	4,443	140	820	2,829	654	177,096	11,000	62,826	66,655	36,615
1969	5,000	174	911	3,211	704	188,834	11,693	65,742	72,185	39,214
1970	5,780	244	1,232	3,542	762	197,751	12,004	67,489	77,213	41,045
1971	7,520	343	2,381	3,930	866	203,433	10,837	69,371	80,674	42,551
1972*	9,787	437	3,845	4,509	996	210,470	10,774	69,117	86,723	43,856
1971 4th quarter	2,284	80	737	1,210	257	55,206	2,704	18,380	22,115	12,007
1972 1st quarter	2,883	102	853	1,623	305	59,535	2,766	15,970	28,068	12,731
2nd quarter	2,223	98	968	935	222	49,385	2,682	17,630	19,468	9,605
3rd quarter	1,738	92	897	603	146	42,124	2,620	16,330	14,567	8,607
4th quarter*	2,943	145	1,127	1,348	323	59,426	2,706	19,187	24,620	12,913
Per cent change 4th quarter 1972 on 1971	+29.3	+81.3	+52.9	+11.4	+25.7	+7.6	0	+4.3	+11.3	+7.5

* Provisional.



(*continued on next page*)

TABLE 14. REFINERY THROUGHPUT AND OUTPUT OF FINISHED PETROLEUM PRODUCTS

Thousand tons

	Throughput of crude, process and shale oils	Refinery fuel	Total output of finished products*	Gases		Aviation spirit and aviation wide-cut gasoline	Motor spirit	Industrial and white spirits	Kerosine		Gas/diesel oil	Fuel oil	Lubricating oils	Bitumen
				Butane and propane	Other petroleum				Burning oil†	Vaporising oil				
1968	81,787	5,073	75,832	1,022	586	430	9,379	247	4,583	69	16,874	33,718	1,019	1,726
1969	90,251	5,547	83,743	1,129	507	312	10,065	195	5,310	56	19,170	37,661	1,183	1,695
1970	100,301	5,933	93,200	1,163	364	287	11,167	186	5,724	36	22,159	42,181	1,303	1,886
1971	103,678	6,086	96,693	1,217	280	180	12,324	129	6,108	40	24,068	42,491	1,407	2,061
1972	105,290	6,319	97,797	1,440	363	416	13,417	123	6,689	31	25,133	40,355	1,312	1,972
1972 January-March	27,387	1,606	25,548	394	115	76	3,138	29	1,728	18	6,697	10,931	329	408
1973 January-March	27,388	1,643	25,431	409	119	79	3,368	34	1,833	4	6,420	10,448	359	500
Per cent change	+0.0	+2.3	−0.5	+3.8	+13.9	+4.0	+7.3	+18.0	+6.1	−63.2	−4.1	−4.4	+9.3	+22.8
1972 March	9,363	550	8,726	126	34	18	1,019	8	580	4	2,367	3,664	119	188
1973 March	9,404	561	8,722	142	35	46	1,052	13	631	1	2,227	3,598	129	198
Per cent change	+0.4	+1.9	−0.0	+12.0	+3.0	+	+3.2	+70.2	+8 8	−87.7	−5.9	−1.8	+8.3	+5.4

* Including output of products not shown separately namely naphtha (light distillate feedstock) and other feedstock, waxes and miscellaneous production; refinery losses have been excluded.
† Including aviation turbine fuel.

TABLE 15. DELIVERIES OF PETROLEUM PRODUCTS FOR INLAND CONSUMPTION

	Total *	Aviation spirit and aviation wide-cut gasoline	Motor spirit	Industrial and white spirits	Kerosine			Gas/diesel oil		Fuel oil †	Lubricating oils	Bitumen	Paraffin wax
					Aviation turbine fuel	Burning oil	Vaporising oil	Derv fuel	Other				
1968	77,746	445	12,808	361	2,721	1,967	74	4,577	9,025	30,611	1,134	1,828	55
1969	83,779	377	13,231	241	2,921	2,208	64	4,791	10,349	33,393	1,208	1,812	58
1970	89,404	224	14,010	181	3,202	2,442	53	4,955	11,918	37,975	1,157	2,036	56
1971	90,073	145	14,727	183	3,690	2,525	47	5,104	12,370	38,772	1,129	2,173	61
1972	96,157	139	15,648	211	3,867	2,882	40	5,172	14,874	40,654	1,095	2,169	65
1972 January-April	35,777	38	4,775	69	1,076	1,293	10	1,674	6,508	15,938	353	628	20
1973 January-April‡	35,822	41	5,241	78	199	1,391	12	1,785	6,184	15,382	379	739	22
Per cent change	+10.1	+7.0	+9.8	+12.7	+11.4	+7.6	−12.4	+6.7	−5.0	−3.5	+7.3	+17.7	+11.7
1972 April	8,198	10	1,244	18	290	213	4	417	1,421	3,603	89	180	5
1973 April‡	8,131	11	1,392	21	317	260	3	434	1,318	3,346	91	187	6
Per cent change	−0.8	+3.1	+11.9	+16.8	+9.3	+22.1	−18.4	+14.1	−7.2	−7.1	+2.1	+4.0	+25.2

* Including products not shown separately. Excluding fuel consumed by refineries.
† Excluding refinery consumption.
‡ Provisional.

TABLE 16. MEAN DAILY AIR TEMPERATURE AT SEA LEVEL

Degrees centigrade*

	England and Wales				Scotland				Northern Ireland			
	Average 1931-1960	1971	1972	1973	Average 1931-1960	1971	1972	1973	Average 1931-1960	1971	1972	1973
Annual mean or total	10.2	10.4	9.8		8.7	9.1	8.5		9.2	9.5	8.6	
January	4.3	5.2	4.5	5.2	3.5	4.8	4.1	5.2	3.8	4.8	3.4	5.3
February	4.5	5.4	5.0	5.0	3.9	5.3	4.3	4.0	4.3	5.4	4.3	4.3
March	6.4	5.7	7.0	6.9	5.4	5.4	5.7	6.4	6.0	5.5	5.3	5.9
April	8.8	8.1	8.8	7.5	7.5	7.4	7.8	6.2	8.0	7.5	8.0	6.9
May	11.7	12.0	11.1		10.2	10.9	10.2		10.6	10.5	9.5	
June	14.8	13.0	12.4		12.9	11.4	11.3		13.5	11.9	10.7	
July	16.4	17.0	15.7		14.6	14.6	14.2		14.9	15.2	14.6	
August	16.4	16.2	15.6		14.3	13.9	13.3		14.7	14.3	13.3	
September	14.3	14.8	12.4		12.4	13.2	11.0		12.7	13.4	11.2	
October	10.8	12.1	11.2		9.4	10.5	10.1		9.7	11.2	10.1	
November	7.5	6.8	6.9		6.3	5.7	5.3		6.6	6.7	5.6	
December	5.6	7.3	6.6		4.7	7.1	5.4		4.8	6.5	5.5	

* To convert degrees centigrade into degrees Fahrenheit: multiply by 9, divide by 5, and add 32. Source: Meteorological Office

Foreign arrivals in the United Kingdom during January-April 1973

In the first four months of this year there were nearly 1¼ million arrivals* in the United Kingdom of foreign visitors, including all travellers from EEC countries.* This represents an increase of 12 per cent over the same period last year, according to a joint report from the Department of Trade and Industry and the British Tourist Authority. (The figures exclude visitors from the Irish Republic and Commonwealth citizens.)

EEC countries

Total arrivals from EEC countries (excluding the Irish Republic) during January-April 1973 were 775,000, an increase of 10 per cent over the same period in 1972. Arrivals from Belgium and Luxembourg increased by nearly 25 per cent, but arrivals from Germany showed a small increase of only about 2 per cent.

Other foreign countries

Foreign visitor arrivals from non-EEC countries were 679,000, an increase of 14 per cent over 1972. Among non-EEC European countries, Spain and Portugal showed high increases of over 30 per cent. The United States showed an increase of about 9 per cent, which in view of the virtual devaluation of the dollar early in the year is encouraging.

Seasonally adjusted figures

Seasonally adjusted total arrivals from EEC countries and foreign visitor arrivals from non-EEC countries both rose by about 14 per cent for the period January-April compared with 1972.

Tourist receipts and expenditure

Provisional figures of tourist receipts and expenditure for 1972 are now available from the International Passenger Survey. These cover expenditure by all visitors to the United Kingdom and by all UK residents visiting abroad, excluding international fare payments. Receipts at £552 million for the year show an increase of 13 per cent over 1971. The rates of increase in both the number of visits at 4 per cent and the average expenditure per visit at 8½ per cent are about the same as for 1971 compared with 1970. The seasonally adjusted figures for the first and fourth quarters indicate an encouraging spread of visits into the off-peak season.

Expenditure was £529 million during 1972, a rise of 21 per cent over 1971 compared with a rise of 15 per cent in the previous year. The number of visits rose by 15 per cent and average expenditure per visit by 5½ per cent in 1972 compared with 11 and 3 per cent in 1971. Off-peak holidays continued to rise in popularity. (Further details will be given in the Business Monitor M6, to be published by HMSO in July of this year.)

Notes

The figures in the table are limited to foreign nationals, excluding Commonwealth citizens and citizens of the Irish Republic.

This table, the first one to include figures for 1973, is in a new format. Total arrivals from member countries of the European Economic Community are shown instead of visitors entering for a stay of under a year. This follows the entry of the United Kingdom to the Community since when citizens of community countries can enter the United Kingdom without having to state their purpose of visit or expected length of stay. Corresponding figures for 1972 and earlier years are included for comparison purposes. During both 1971 and 1972 foreign visitor arrivals were 88 per cent of total arrivals from EEC countries.

For other countries visitors entering for a stay of under one year are shown as before.

Seasonally adjusted figures: Simple comparisons of monthly figures between one year and another, or between adjacent months can be misleading. For example, the increase in numbers in April 1973 compared with a year earlier was partly due to Easter having been later that year than 1972. The seasonally adjusted figures provide a better basis for comparison with other months, or for judging current trends. In estimating the seasonal adjustments allowance has been made for changes in the seasonal pattern, which have been in the direction of a spreading of the tourist season, with some reduction in the summer peak relative to the rest of the year. Adjustment was also made for the effect of varying date of Easter on the number of Western Europe visitors.

(* See notes for definition of arrivals from EEC countries and foreign visitor arrivals from other countries)

TABLE 1. FOREIGN ARRIVALS

Thousands per month

	Total arrivals from EEC countries (excluding Irish Republic)		Foreign visitors from non-EEC countries							
			Rest of Western Europe (non-EEC)		United States		Other foreign countries		Total non-EEC countries	
1967	126		30		70		23		123	
1968	144		34		73		29		136	
1969	174		40		95		35		170	
1970	199		47		117		41		205	
1971	214		53		129		46		228	
1972	232		59		134		51		244	
	UA	SA	UA	SA	UA	SA	UA	SA	UA	SA
1972										
Jan.	124	240	32	60	56	141	31	51	119	252
Feb.	105	224	30	56	46	136	25	50	101	242
Mar.	240	254	51	64	84	153	34	52	169	269
Apr.	234	253	50	64	114	144	41	51	205	259
May	253	216	54	54	166	139	49	47	269	240
June	254	215	77	54	213	120	61	50	351	224
July	472	212	126	53	242	107	86	49	454	209
Aug.	358	202	72	51	213	104	86	51	371	206
Sept.	244	228	61	58	199	135	72	51	332	244
Oct.	195	248	59	62	129	144	51	51	239	257
Nov.	137	236	43	59	79	148	33	52	155	259
Dec.	169	257	45	65	71	141	41	55	157	261
1973										
Jan.	139	269	35	66	60	144	34	52	129	262
Feb.	132	282	36	65	51	148	29	57	116	270
Mar.	170	266	44	78	88	155	46	69	178	302
Apr.	334	265	78	77	129	161	49	61	256	299

Total arrivals = all persons admitted, including long stay and short stay visitors from EEC countries.
Foreign visitors = all persons entering for visits of under one year from non-EEC countries, excluding Commonwealth countries.
UA = unadjusted. SA = seasonally adjusted. Source: Home Office

TABLE 2. OVERSEAS EARNINGS AND EXPENDITURE

£ million

	Earnings from Overseas visitors to the UK		Expenditure by UK residents overseas	
1970	432		382	
1971	489		437	
1972 p	552		529	
	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
1971				
1st quarter	62	114	51	110
2nd quarter	123	118	107	107
3rd quarter	201	125	205	107
4th quarter	103	132	74	113
1972 p				
1st quarter	80	140	71	132
2nd quarter	129	135	122	130
3rd quarter	214	135	241	131
4th quarter	129	142	95	136

p = provisional. Source: International Passenger Survey.

Sales and orders in engineering industries

The provisional index numbers for March 1973, which were to have appeared this week, have been unavoidably delayed. It is now expected that these figures will be published in next week's *Trade and Industry*.

New companies registered

BELOW are details of new companies registered in Great Britain during May 1973 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal capital	Total	Public companies	Private companies
Not exceeding £100	4,136	—	4,136
Over £100 but under £1,000	105	1	104
£1,000 but under £10,000	889	—	889
£10,000 but under £50,000	170	—	170
£50,000 but under £100,000	13	—	13
£100,000 but under £1,000,000	17	—	17
£1,000,000 and over	1	—	1
Total number	5,331	1	5,330
	£ thous.	£ thous.	£ thous.
Total amount of Nominal Capital	9,111	—	9,111

COMPANIES REGISTERED IN GREAT BRITAIN IN 1972 AND 1973

	1972		1973	
	Number	Nominal Capital £ thous.	Number	Nominal Capital £ thous.
January	4,008	8,032	4,666	8,050
February	3,745	12,111	5,919	7,762
March	4,045	10,671	6,310	21,764
April	4,182	9,931	5,617	12,632
May	4,412	9,158	5,331	9,111
June	3,777	5,561		
July	3,696	17,760		
August	5,689	7,827		
September	5,512	7,498		
October	5,096	16,655		
November	5,251	7,084		
December	4,567	15,343		
Total	53,980	127,631		

'Economic progress report' for July

THE July issue of *Economic Progress Report* is now available: Prepared by the Treasury Information Division, *Economic Progress Report* contains articles on economic subjects, analysing or giving background to Government economic policy. It also contains the Treasury's assessment of the economic situation and a table and charts of economic indicators.

The main articles in the July issue are:

'Recent trends in prices'—a chart feature showing that during the standstill on prices and incomes, the UK's wholesale and consumer prices rose less than in many other industrial countries.

'Changing patterns of employment'—showing how the changes in employment patterns between 1962 and 1971 were distributed between the regions.

'Public expenditure' measures—a summary of the Chancellor on May 21.

'Sterling's effective exchange rate'—a new monthly indicator.

'Economic Research Papers'—details of the first six in the Government Economic services occasional papers.

Business Monitor

THE following titles and issues of Business Monitor are now available:

Production series

Monthly at £1 a year post free:

PM423 Foam backing, foam laminating and fabric to fabric bonding for February

PM471.1 Wood chipboard for April.

Quarterly at 37½p a year post free:

P119 Weaving of cotton, linen and man-made fibres for fourth quarter

P 4 Hosiery and other knitted goods for fourth quarter

P 89 Weatherproof outerwear for fourth quarter

P 25 Brushes and brooms for fourth quarter

P 95 Plastics products for fourth quarter.

Business Monitors in the Production, Service and Distributive and Miscellaneous series are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. The Census of Production reports are available on standing order from the same address or can be purchased separately from the Government Bookshops or through booksellers.

Exceptionally copies can be purchased over the counter at either the Department of Trade and Industry Central Library, 1 Victoria Street, London SW1H 0ET or at the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Department's Central Library which will supply prices on request (tel: 01-222 7877 ext. 3038).

A complete list of titles of Business Monitors is available on application to Department of Trade and Industry, Room 306, Gaywood House, Great Peter Street, London SW1P 3LW.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972 during the week ended Friday, June 22, 1973 and of one film registered on Friday, June 15, 1973.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Glastonbury Fayre	BR/E 36866/24/6/78	91	June 19	Promotion Pictures (John Gregory) Ltd.	Goodtimes Enterprises Ltd. and Colossal Pictures Ltd.
Gawain and the Green Knight	BR/E 36871/24/6/78	92	June 21	United Artists Corporation Ltd.	Scancrest Ltd.
Penny Gold	BR/E 36872/24/6/78	90	June 21	Scotia Barber Distributors Ltd.	Fanfare Films Ltd
Review No. 10–26th Year	BR/E 36873/24/6/78	10	June 21	Data Film Distributors Ltd.	National Coal Board
Movietone News 2298	BR/E 36747/24/6/78	8	June 22	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2298A	BR/E 36748/24/6/78	8	June 22	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
The Bitches	EC 36862/24/6/78	75	June 19	Cinecenta Film Distributors Ltd.	R.O.C. Paris and Jacques Roitfeld, Paris
Galop	EC 36875/24/6/78	11	June 21	MGM-EMI Distributors Ltd.	Les Films Pomereu S.A., Paris
			FOREIGN		
The Day of the Jackal	F 36860	142	June 15	Cinema International Corporation (UK)	Warwick Film Productions Ltd., London and Uranus Productions, France S.A., Paris (formerly Universal Productions France, Paris)
Canterbury Tales	F 36861	109	June 19	United Artists Corporation Ltd.	Produzioni Europee Associate, Rome
Save the Tiger	F 36863	101	June 19	Cinema International Corporation (UK)	Filmways, Jalem-Cirandinha Productions
Fenetre 7002	F 36864	8	June 19	Cinema International Corporation (UK)	Cavok Films, Paris
Helen, Queen of the Nautch Girls	F 36865	30	June 19	British Film Institute	Merchant Ivory Productions Ltd., London
Jimi Hendrix	F 36867	102	June 20	Columbia-Warner Distributors Ltd.	Gary Weis Productions
Ciao Manhattan	F 36868	90	June 20	Black Ink Films Ltd.	John Palmer and David Weisman
Judy's Little No No	F 36869	79	June 20	Richard Schulman Entertainments Ltd.	Schooner Bay Productions Inc.
Death By Invitation	F 36870	89	June 20	Richard Schulman Entertainments Ltd.	Paragon Pictures Inc.
The Effect of Gamma Rays on Man In The Moon Marigolds	F 36874	101	June 21	Fox-Rank Distributors Ltd.	Newman/Foreman Productions

Corrections to the Register:
The playing time of the film 'Jennifer On My Mind' (F 36838) registered on June 4, 1973 has been corrected to 85 minutes.
The playing time of the film 'Sounder' (F 36535) registered on December 27, 1972 has been corrected to 105 minutes.

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually M = monthly Q = quarterly 6M = every six months.
Dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last published
Air transport:	
aircraft noise at Heathrow and Gatwick airports (Q)	May 25 1972
civil aviation balance of payments (A)	Mar. 16 1972
trade by air (6M)	Apr. 12 1973
Balance of payments:	
quarterly figures (Q)	Mar. 22 1973
trends in invisible transactions (Q)	Mar. 22 1973
(*See also* Overseas trade of the UK)	
Bankruptcy orders (Q)	June 7 1973
Business names and limited partnerships (A)	Mar. 1 1973
Capital expenditure:	
distributive and service trades (A)	Apr. 28 1971
manufacturing, distributive and service industries (Q)	June 14 1973
Catering trades turnover (M)	June 14 1973
Chemicals industry activity (Q)	Apr. 19 1973
Companies:	
acquisitions and mergers (Q)	May 24 1973
new registrations:	
Gt. Britain (M)	This week
N. Ireland (M)	June 7 1973
Computers, UK market (Q)	May 24 1973
Construction work overseas (A)	Nov. 16 1972
ECGD business (Q)	June 21 1973
Electronic capital equipment (Q)	June 21 1973
Energy trends (M)	This week
Engineering industries, sales and orders (M)	June 7 1973
Film industry:	
British Film Fund Agency returns (M)	June 14 1973
cinema admissions and takings (M)	May 24 1973
overseas payments and earnings (A)	July 20 1972
registration of films (A)	Jan. 25 1973
trends in film going (A)	Aug. 19 1971
Food:	
consumption levels (6M)	Mar. 22 1973
household consumption (Q)	Apr. 5 1973
Footwear industry:	
production, orders and deliveries (M)	June 7 1973
Foreign exchange, official reserves (M)	June 14 1973
Foreign trade:	
EFTA (Q)	Mar. 23 1972
industrial countries production and trade (Q)	June 14 1973
world exports of manufactures (A)	Sept. 30 1970
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	June 21 1973
Hire-purchase business (M)	June 14 1973
Industrial development certificates:	
approvals (Q)	Apr. 27 1972
refusals (A)	July 15 1971
Industrial production:	
index numbers (M)	May 24 1973
N. Ireland index (M)	June 7 1973
Wales index (Q)	Mar. 29 1973
Insurance companies, investments and assets (A)	Aug. 10 1972
Investment:	
book values of overseas direct investments (every 3 years)	Sept. 23 1970
industry's investment intentions (3 times a year)	June 14 1973
investment and earnings overseas (A)	Mar. 29 1973
Machine tools, deliveries and orders (Q)	Dec. 14 1972
Man-made fibres:	
deliveries (Q)	May 31 1973
production (M)	June 21 1973
production, quarterly analysis (Q)	May 31 1973
Motor industry:	
car and commercial vehicle production (M)	May 31 1973
estimated figures	June 21 1973
motor trade turnover (M)	June 14 1973
Office development permits (Q)	This week
Overseas trade of the UK:	
direct exporters and credit terms (A)	May 10 1973
ECGD business (Q)	June 21 1973
unit value and volume index numbers (M)	June 14 1973
value (M)	June 21 1973
value, analysis of trends (Q)	June 7 1973
Pension funds, investments and assets (A)	Aug. 10 1972
Retail prices index (M)	May 31 1973
Retail trades:	
sales (M)	June 14 1973
sales, N. Ireland (M)	May 3 1973
stocks (M)	June 21 1973
Royalties, overseas transactions (A)	Apr. 12 1973
Shipping, nationality of vessels in UK sea-borne trade (A)	Nov. 2 1972
Steel consumption and stocks (Q)	June 21 1973
Stocks:	
distributive and service trades (A)	Apr. 28 1971
manufacturers' and distributors' (Q)	June 14 1973
retail (M)	June 21 1973
Television, overseas payments and earnings (A)	July 20 1972
Textiles:	
activity in the industry (Q)	Apr. 5 1973
carpet sales	May 31 1973
cotton industry production (M)	May 31 1973
hosiery production (M)	June 21 1973
made-up clothing, orders and deliveries (M)	June 21 1973
orders and deliveries (M)	June 14 1973
wholesale houses' sales (M)	June 21 1973
wool exports (Q)	June 14 1973
wool output (M)	June 14 1973
Tourism:	
foreign visitor arrivals (M)	This week
overseas travel and tourism (A)	Dec. 21 1972
Wholesale prices:	
average prices of selected commodities (A)	Mar. 29 1973
index numbers (M)	June 21 1973

Dept. of Trade and Industry organisation etc.

Subjects	Last published
British commercial representation overseas	Apr. 12 1973
Business Monitor titles	Sept. 21 1972
Customs notices of interest to exporters	June 21 1973
ECGD local offices	June 21 1973
Guide to DTI	May 31 1973
Official Receivers' offices	May 20 1970
Programme of trade promotions	Apr. 19 1973
Release dates of economic statistics	This week

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

IDEAL FOR SATELLITE MILLS

THE QUEEN'S AWARD TO INDUSTRY FOR TECHNOLOGICAL INNOVATION IN AUTOMATED FEED MILLING TO SCOTTISH MECHANICAL LIGHT INDUSTRIES LTD

FEED PLANTS WITHOUT LABOUR

High quality animal feeds in continuous flow production with low capital outlay and negligible running cost.

From 3 Tons/hr to 15 Tons/hr

AUTOMATED FEED MILLS LIMITED

SCOTMEC WORK, AYR, SCOTLAND
TEL. AYR (0292) 64601

IDEAL FOR SATELLITE MILLS

Think of PVC binders, wallets and containers. Think of Academy Plastics.

Academy Plastics make all sorts of pvc wallets and containers – to your exact specification. Loose leaf binders. Catalogue and price list covers. Cheque book covers and pocket wallets. Conference wallets and salesmen's albums. Swatch covers and transparent pockets. Document cases and travel document folders..All from Academy Plastics.

ACADEMY PLASTICS LIMITED.
25-29 Roundwood Road, London NW10 9TA
01-459 5277

Screwing machines
For Bolts and Pipes,
Portable, for hand and power.
As used by railways, docks, public works and engineers.

James N. Durie & Co. Ltd.
106 Dockfields Road, Shipley, Yorks.
0274 53388.

MISCELLANEOUS ADVERTISEMENTS

30p per line. minimum £1.50 payable in advance Box No. 50p
Orders for advertisements should be addressed to HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London, EC1P 1BN
Replies to Box Numbers should be addressed to Box No.—Trade and Industry, Room D92, Atlantic House, Holborn Viaduct, London, EC1P 1BN

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd., are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for remoulding, scrap tyres for industrial purposes expertly graded to customers requirements credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montague Industrial Estate, Edmonton, London, N.18. Tel: 01-807 2150.

BALL AND ROLLER BEARINGS, Steelballs and surplus goods tools (etc.) wanted and sold—metal ammo. boxes useful for storage, transport, shelving etc. for sale. Details: R. Pordes, 529B, Finchley Road, London NW3. 01-435 9878/9.

OFFICE ACCOMMODATION SERVICES in the centre of Amsterdam—conference room, reception facilities—private offices. Please write for full details to Euro-Center Amsterdam—Keizersgracht 99. Telephone from UK: 010 31 20 65749.

'FLASH' Carton Case Opener. The opening of Fireboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Commercial and Industrial Stapling Equipment. The Flash Carton Opener Co. Ltd., Ambleside Avenue, London, SW16 6AD. Tel: 01-769 0308/5960.

Export Publicity for Industry

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from Industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TB (Tel: 27575—Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, LS1 4JG (Tel: 38232—Telex EconPlan 55472—message to be prefixed for COI).

NORTH MIDLAND: Mr. T. Cooban, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (Tel: 46121—Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge, CB2 2DF (Tel: 58911—Telex 81187).

LONDON & SOUTH EASTERN: Mr. R. Dean, OBE, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371—Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading RG1 2EH (Tel: 581261—Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NF (Tel: 21071—Telex 44203).

MIDLAND: Mr. D. C. Boyd, Five Ways House, Islington Row, Birmingham 15 (021-643 8191—Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Buildings, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111—Telex 667830).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501) District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670—Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (Tel: 63011).

WELSH OFFICE: Mr. Brian Evans, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (Tel: 28066—Telex 49327).

EXPORT?

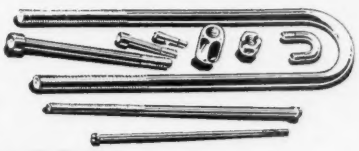
Mark M. Cansick M.S.M.A.

My organisation, if appointed your export managers, will do all the work, suffer all the headaches and carry the financial responsibility. If you are interested let us have a talk together. We offer a COMPLETE EXPORT SERVICE to manufacturers without their own Export Department.
Export Managers for: "BURGESS" Silencers; "TYROL" Rough-Casting Machines; "COPYDEX" Textile Adhesive; "STEIDWELD" Arc Welders; "WINGARD" Auto Accessories; "LAGARMIC" Jewellery.

Mark Cansick & Company
EXPORT MERCHANTS & SPECIALIST EXPORT MANAGERS
44 HIGHGATE HIGH STREET, LONDON N.6
Telephone: 01-340 0094 Cables: Cansico, London
Telex No. 261381

Commercial Vehicles and Agricultural Machinery

Through bolts, spring centre bolts, U bolts, wheel studs and nuts, etc. consult



MANUFACTURERS
The Cossentine Bolt & Engineering Co. Ltd.
Industry Works, Farnhill, Keighley, Yorks.
Telephone: Crosshills 2310

keep in touch with the . . .

MURPHY
VHF
'Walkie-Talkie'
BE347 Radiotelephone

- GPO Type Approval
- Murphy will undertake all formalities for obtaining a licence
- Hire facilities available
- Three channel selection
- Combined mike/receiver in handset
- Handset can be clipped to pocket or lapel
- Wire and telescopic aerials available
- Low band frequency – 80 Mc/s – provides better penetration in built up areas
- Batteries easily accessible
- Batteries chargeable in situ – Murphy battery charger handles two units at a time
- Battery life 14 hours from one charge

PRICE £125

Manufacturers of Radio Telephones
Walkie Talkies
S.S.B., V.H.F., A.M., F.M. Units
Marine Ship to Shore
Mobile Aerials
International Hire Facilities Available

MURPHY TELECOMMUNICATIONS

Murphy Telecommunications Systems Ltd.,
North Bradley House, North Bradley, Trowbridge, Wilts., England
Telephone 5306. Telex 28905

Ellesmere Street, Warrington, Lancs., England
Telephone Warrington 39102

Brockenhurst Studios, Fibbards Road, Brockenhurst, Hants., England
Telephone Brockenhurst 3434

'ARDUA' Brushes

WHOLESALE & EXPORT SPECIALISTS in BRUSHWARE FOR INDUSTRY
Boiler TUBE BRUSHES, ETC.
SCRATCH, ROTARY

William Turner & Co. (Brushes) Ltd.
(Est. 1890)

Boxmoor Works, 23 Kingsland Road, Hemel Hempstead, Herts
Hemel Hempstead 51782

SERVICE TO THE TRADE AND INDUSTRY
NAMEPLATES · CONTROL PANELS · LABELS · BADGES
of all description, in all materials

Cast in metal, injection moulded in polystyrene, silk screen printed on aluminium (and other materials), hot blocking, engraving.

Also advertising and promotional novelties including decimalisation conversion tables and practically any item to specification.

Literature on request.

I. MARKOVITS LTD.
32/34 Stronsa Road, LONDON W12
Tel: 743 1131/2

KEF
of Maidstone
Sweepers for Industry

KEF, Tovil, Maidstone, Kent, England.
Tel: Maidstone 58361 Telex 96197.

Lucyware

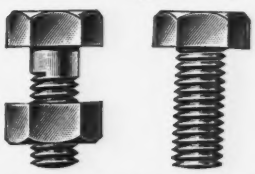
the first choice in guaranteed plastic housewares

Dustbins Vegetable Rack Set Swing Top Bins Mop Bucket Pedal Bin Waste Paper Bin etc. etc.

Write today for illustrated literature on all Lucyware products.

Cope Allman Plastics Limited
Fitzherbert Road, Farlington, Portsmouth
Tel. Cosham (07018) 70102

Bolts and nuts, screws, rivets, studs studding washers.
All sizes and types in any material.



Abis & Co (Birmingham) Ltd.
Dennis Road, Sparkbrook.
Birmingham, B 12 8BB.
Trunk Dial 021-449 3781 (6 lines)
G K N Bolts & Nuts Accredited Stockist

FOR EXPORTERS THE DOORS TO CHEAPER FINANCE SWING OPEN.

If you only know ECGD for insuring exporters against non-payment, you could be missing a lot. Like cheaper finance.

Provided you've held an ECGD comprehensive policy for twelve months, ECGD can give a direct guarantee to your bank. This means you get finance at a preferential rate–only ½% above base rate. For capital goods and major projects, finance arranged with ECGD's help is even cheaper: credit over two years can be yours at a fixed 6%. In turn, this means you can offer attractive terms to your overseas buyer.

For further information, get in touch with Miss Butler, Information Section TI, ECGD, Aldermanbury House, Aldermanbury, London EC2P 2EL. Telephone 01-606 6699, extension 258. Or contact the Information Officer at your nearest branch quoting reference TI: Belfast, Birmingham, Bristol, Cambridge, Glasgow, Leeds, Liverpool, Manchester, Nottingham, Reading.

ECGD

Export Credits Guarantee Department.

FOR SECURITY, FOR FINANCE, FOR INFORMATION, FOR PROFITS.

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, EC1P 1BN, for the Department of Trade and Industry, 1 Victoria Street, London, SW1H 0ET. Printed by The Garden City Press Limited, Pixmore Avenue, Letchworth, Herts, SG6 1JS. SBN 11 723166 5